



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2024 #33

October 4, 2024

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## UK Researchers Examine Perceptions of an Individual's "Likeness" to the Prototypical UK Blood Donor

A paper [published](#) in *Vox Sanguinis* sought to characterize the prototypical blood donor in the United Kingdom (UK) through the lens of multiple stakeholders, "(blood donors, [sexually active gay and bisexual men], recipients of blood, [and] people from ethnic minorities)," and identify the role homophily, defined as how individual blood donors "perceive themselves [in terms of likeness] to the prototypical [blood] donor." The authors described homophily as a barrier to blood donation. They explained that, "we explore the perceived prototypical blood donor, calculate homophily scores for people from different cultural, social, and health backgrounds to quantify their similarity to the prototypical donor and investigate whether those homophily scores predict decisions to donate."

The study recruited an, "initial gender-balanced UK adult sample [and a] second UK adult sample of non-heterosexual, non-asexual identifying [sexually active men who have sex with other men.] All individuals were paid £1.00 for participating in the survey and were asked, "whether they had ever donated blood in the UK (Yes/No/ I'm not sure/ Prefer not to say) and were coded as blood donors if they responded 'Yes'. Blood donors were subsequently asked (i) when they last donated blood (within the last two months/ 2 to 12 months ago/12 months to 2 years ago/Longer than 2 years/I cannot remember/Prefer not to say). Non-donors are those who have never donated, lapsed donors have donated but not within the last two years, and current donors have donated in the last two years." The researchers noted that, "[t]he total homophily scores, H, range from 0 to 3, where 0 indicates that the respondent shares neither age group, gender, nor ethnicity with a prototype donor, and 3 indicates that the respondent shares all three."

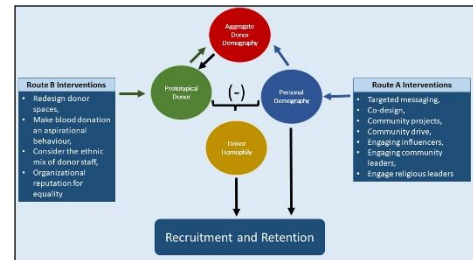
The final survey sample featured 785 respondents. The study found that, "the prototypical UK donor is perceived to be 30–44 years old, White, educated to A level (high school) or [college] degree level, middle class, and left-wing. There is no clear perception that donors are more likely to be male or female." Additionally, the authors noted that, "[c]urrent donors have the highest overall homophily score of 2.15 out of 3, significantly higher than non-donors but similar to lapsed donors. This is driven by the ethnicity homophily score, in which current and lapsed donors have a higher average ethnicity homophily score and are thus more likely to perceive the prototypical donor's ethnicity as the same as their own ethnicity."

They further explained that blood recipients, "had the lowest homophily score of

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### Perceptions of an Individual's "Likeness" to the Prototypical Donor (continued from page 1)

1.22, which is significantly lower than non-[recipients] and, again, this is primarily related to ethnicity homophily. [Blood recipients] view themselves as less similar in ethnicity to their perception of the prototypical donor. [Sexually active gay and bisexual men] had a higher homophily score (2.04) than non-[sexually active gay and bisexual men], driven by the gender homophily. Thus, [sexually active gay and bisexual men] see their gender (men) as similar to their perception of the gender of the prototypical donor. Women have a higher homophily score than men, which is also driven by the gender homophily scores, with women perceiving themselves as more similar to the prototypical donor in terms of gender. Homophily also varied by ethnicity, with Asian, Black, mixed, and other ethnicities all having lower homophily scores than White participants." Additionally, the researchers discovered that, "78 people said they would donate once, 72 were unsure, and two preferred not to say." They determined that, "the results show that a homophily score of two or three predicts an active decision to make more than one donation, compared with feeling uncertain about donating."



Courtesy of Vox Sanguinis

The authors concluded that, "[p]rior research has identified a wide set of barriers to blood donation including psychological concerns (anxiety, phobia of needles and blood), structural issues (inconvenience, location, and time), as well as issues specific to minorities, such as prejudice and differential deferral. We show that homophily should be added as a structural and specific barrier." They noted that, "[c]urrent donors perceive themselves as being most similar to the prototype donor, followed by [sexually active gay and bisexual men], with blood recipients being the least similar. People from ethnic minorities also have low homophily scores. As greater homophily increases the probability of making an active decision to be a repeat donor [and perceptions] of prototypical donors are associated with the decision to donate via the homophily score, with smaller perceived differences between a person's prototype and their own personal demography increasing their likelihood of donating." The authors added that, "[a] novel and interesting finding is the perception that the prototypical UK blood donor is left-wing [and this] ideology, compared with right-wing ideology, is associated with increased compassion for others, which taps into wider associations of compassion, altruism and helping those in need. Unfortunately, we do not know the current political ideology of UK blood donors. Without knowing this, it is difficult to propose effective strategies. However, having politicians from all ideologies jointly endorse blood donation as a compassionate act may encourage wider diversity of donors."

Recommendations for blood centers include the, "need to change the perception of blood donation as an exclusively middle-aged activity, especially if they wish to recruit younger donors. One possible strategy is to normalize and represent blood donation as a positive, socially normative activity through social media (e.g., Instagram, TikTok, BeReal or Snapchat posts). Blood donation could be presented as an aspirational and community-building activity for young people and made relevant to them." The researchers acknowledged that the study is descriptive, "and we make no claims of causality. [However,] the implications of these results underscore the importance of the blood donor prototype and homophily, which should now be considered in future work. [Study limitations included:] the sample was not representative by ethnicity and age; however, the consistency of the findings by age, gender and ethnicity supports the contention that this did not affect the results; the age categories were not uniform, which may have contributed to the prototypical age effect being middle age; we did not assess directly if people were completely unwilling to donate, and this should be explored in future studies. Finally, causality needs to be explored and the use of instrumental variable models, propensity score matching, and Directed Acyclic Graphs (DAG)s can all be considered."

**Citation:** Ferguson, E., Bowen, S., Mills, R., *et al.* "[The prototypical UK blood donor, homophily and blood donation: Blood donors are like you, not me.](#)" *Vox Sanguinis*. 2024. 💧

## WORD IN WASHINGTON

The U.S. Food and Drug Administration (FDA) has [implemented](#) its reorganization proposal as of October 1<sup>st</sup>. As part of the reorganization, the agency explained in a [news release](#) that the Office of Regulatory Affairs has been renamed the Office of Inspections and Investigations and will, “focus on inspections, investigations and imports as its core mission” for all FDA-regulated products. The FDA added that, “[w]e have created an enterprise-wide structure that will enhance collaboration between our field investigators and other subject matter experts throughout the agency and modernize and strengthen the entire agency to work more cohesively and collaboratively in accomplishing our collective public health mission.”

(Sources: FDA Reorganization & Implementation [Announcement](#), 10/1/24; FDA [News Release](#), 10/1/24)



## REGULATORY NEWS

The U.S. Food and Drug Administration (FDA) [published](#) a level II guidance on September 25<sup>th</sup> titled “An Acceptable Circular of Information for the Use of Human Blood and Blood Components.” According to the agency, the guidance, “recogniz[es] as acceptable for use [by] manufacturers of blood and blood components intended for transfusion, the [June 2024] “[Circular of Information for the Use of Human Blood and Blood Components](#).” Additionally, the FDA noted that, “[t]he June 2024 Circular was prepared jointly by the Association for the Advancement of Blood & Biotherapies (AABB), the American Red Cross (ARC), America’s Blood Centers (ABC), and the Armed Services Blood Program (ASBP). The Circular is periodically updated to address changes in regulations, technology, testing, and product indications. We have reviewed the June 2024 Circular and find it acceptable for use in the labeling of blood and blood components intended for transfusion under 21 CFR 606.122.”

(Source: [FDA Guidance](#), 9/25/24) 

### Upcoming ABC Webinars & Virtual Events – Don’t Miss Out!

- **ABC All Member Association Call** – Oct. 8<sup>th</sup>. More information and a link to registration are available [here](#).
- **ADRP Webinar: Recruit, Retain, & Realize the Impact** – Oct. 23<sup>rd</sup>. [Registration](#) is open. More information available [here](#).
- **2024 ADRP International Showcase** – Nov. 23<sup>rd</sup>. More information is coming soon.

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ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood products and recognizes the continuous need for a safe and robust blood supply. ABC exists to advocate for laws and regulations recognizing the essential role that independent blood centers play in the health care system; promote partnerships, policies, and programs that increase awareness about the need for blood donation; and serve as a thought leader in the advancement of evidence-based medical and scientific solutions related to health and safety.

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## PEOPLE

**Miller-Keystone Blood Center (MKBC)** and Hospital Central Services, Inc. (HCSC) have [announced](#) that Peter Castagna is retiring as president and chief executive officer (CEO) on December 31<sup>st</sup>. He has led the organization for 11 years. According to a Miller-Keystone news release, “[during his] tenure, HCSC successfully launched the Ambulatory Care Outpatient Linen Rental business which now serves more than 2,500 locations. In addition, Miller-Keystone Blood Center expanded operations in new markets including the Scranton/Wilkes-Barre and Trenton areas and three linen processing plants were upgraded and automated expanding the company’s capacity for future growth.” He will be succeeded by MKBC Chief Operating Officer **Rami Nemeh** effective January 1<sup>st</sup>, 2025. According to the MKBC announcement, Mr. Nemeh, “holds a Bachelor of Science in Biochemistry and a Pathologist Assistant (Medical Science Laboratory) degree from the University of Aleppo. He also has a Front-Line Leadership Development certificate from Northampton Community College and a Strategic Leadership for Growth and Innovation certificate from the Manufacturing Resource Center.” Mr. Castagna added in the news release, “[t]he move to the Lehigh Valley serving in the president and CEO role for past 11 years have been the most rewarding of my career. I have been inspired by the passion demonstrated every day by the staff, board, donors, and community partners and am excited to hand the leadership reins to Rami Nemeh.” Mr. Nemeh stated in the news release, “I am honored for the opportunity to serve HCSC and its affiliates in this capacity. I am grateful to the executive team and the Board of Directors for their trust and support during this transition. As we move forward, I am fully committed to the success of every division within our organization. We will continue driving innovation, fostering collaboration, and achieving our shared goals. I remain dedicated to strengthening our ties within the community as we strive to make a positive impact and am confident that together we will build a healthier community. Peter Castagna’s strong leadership and unwavering dedication have laid a solid foundation for our organization, and I appreciate his guidance and mentorship throughout this journey. We’ve accomplished significant milestones under his vision and leadership, and I’m honored to be a part of his legacy.”

(Source: MKBC [News Release](#), 9/30/24)

The National Blood Collaborative (NBC) has [named](#) **Amy Wilharm** as CEO. In this role, she will, “lead the organization in all areas including strategic planning, business development, corporate partnerships, public relations and marketing communications.” According to the NBC news release, Ms. Wilharm has, “extensive knowledge of the blood and biotherapy industry, with over 25 years of experience. She began her career in blood banking as the Assistant Director of Hospital Services with Versiti Illinois, becoming Director in 2014. She expanded her role in 2017 as the Director of Core Processes for Versiti, Inc., overseeing the daily operations of six component labs throughout the organization. In 2022, she shifted gears and was named the Vice President of Transformational Services for Vitalant. In this role, Ms. Wilharm led the marketing and customer attainment strategy and execution of new business.” NBC Board Chair and San Diego Blood Bank CEO Doug Morton added in the news release, “[w]e are thrilled to have Amy join our team. The industry is changing rapidly, and NBC is focused on bringing new opportunities to our centers. We are confident she will help us achieve our goals while setting new ones for continued growth and innovation.” Ms. Wilharm stated in the announcement, “I am deeply honored to join NBC and grateful for the trust and support of the [NBC] Board. With over two decades of experience in the blood banking industry, I am excited about the opportunity to collaborate with the NBC centers to further support patients and save even more lives.”

(Source: NBC [News Release](#), 10/1/24) 💧



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## INSIDE ABC

*The programs and services described in the Inside ABC section are available to ABC member blood centers and their staffs only, unless otherwise specified.*

### **ABC “All Member Association Call” Set for October 8<sup>th</sup>**

America's Blood Centers (ABC) invites all members to join us on Tuesday, October 8<sup>th</sup> at 3 p.m. EDT for the ABC “All Member Association Call.” This virtual event will cover a wide range of association updates including:

- advocacy updates and recent developments regarding the [ABC Advocacy Agenda](#);
- member program updates including the new [Executive Fellows Program](#);
- upcoming ABC Board and Committee call for nominations;
- national partnerships updates; and
- 2025 programs and events.

Attendees will have the opportunity to share feedback during the call. Please [contact us](#) with questions.

(Source: [MCN 24-059](#), 9/24/24)

### **Book Your Room by October 9<sup>th</sup> and Register for the ABC WELC Rise & Lead Workshop**

[Register](#) for the ABC Women's Executive Leadership Community's (WELC) [Rise & Lead Workshop](#). This event will take place November 6<sup>th</sup> -7<sup>th</sup> in San Antonio, Texas at the Hyatt Regency Hill Country Resort. [Book](#) your room by October 9<sup>th</sup> to secure the group rate.

The full [agenda](#) is available and features speaker Vicki Guy, a strategist, coach, and facilitator with more than two decades of corporate experience in sales, management and leadership development who partners with corporate and non-profit organizations to optimize their talent and create high performing teams. Take advantage of this exclusive opportunity to boost your leadership journey as this workshop will ignite meaningful conversations and cultivate diverse perspectives. This event goes beyond traditional conferences by encouraging dynamic conversations that spark connections and drive personal and professional growth. At the Rise & Lead Workshop, you will delve into topics that matter, participate in interactive networking sessions, and walk away with tangible, real-life strategies to become a more resilient leader in today's ever-evolving world. Elevate your leadership journey with us!

### **Input Requested: 2024 Prehospital Blood Utilization Survey**

The annual ABC [2024 Prehospital Blood Utilization Survey](#) has launched. ABC encourages member blood centers to participate as the aggregated data from this survey is used to track trends on behalf of ABC members to amplify ongoing advocacy efforts with partner organizations, government agencies, and other stakeholders to address the barriers limiting widespread availability of prehospital blood transfusions, including scope of practice and reimbursement. Survey responses will be kept confidential, and a report of aggregate data will be shared with ABC members. Survey responses are due by the close of business on October 11<sup>th</sup> and the estimated time to complete the survey is four minutes. Please [contact us](#) with questions.

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## ADRP October Webinar: Recruit, Retain, & Realize the Impact

Join ADRP on Wednesday, October 23<sup>rd</sup> at 1 p.m. EDT for the [ADRP “Recruit, Retain, & Realize the Impact”](#) webinar. [Registration](#) is open as this event will include a discussion of targeted tactics recently used in the blood community to recruit and retain donors while engaging blood center staff. Speakers include:

- Adam Testa (Strategic Communications Manager at Vitalant);
- John Eben (Manager of Marketing Insights and Operations at Versiti);
- Kelli Rai Smith (Director of Training and Customer Experience at Versiti); and
- Tara Matheson (Director of Donor Recruitment at ImpactLife).

They will share insights into the recruitment and retention of first-time donors, the use of artificial intelligence in donor recruitment, and strategies for fostering employee engagement through creativity. Don't miss out on learning different approaches blood centers can use to address challenges in their employee engagement and donor recruitment and retention efforts. 💧

## RESEARCH IN BRIEF

A [study](#) in *Vox Sanguinis* “examined the possible association between regular high-frequency whole blood (WB) donation and the risk of gastrointestinal/colorectal, breast and h[ematological] cancers among blood donors in Australia.” The study “used the Sax Institute’s 45 and Up Study data, linked to other electronic health datasets [including] the Australian Red Cross Lifeblood donor data.” According to the authors, the “study enrolled individuals aged 45 years or above in New South Wales (NSW), Australia, between 2005 and 2009.” They explained that for, “the purpose of data linkage, the dataset used included blood donation information spanning from June 2002 to December 2018. The New South Wales Cancer Registry (NSWCR) keeps track of individuals diagnosed with cancer in NSW [and the] data were complete up to December 2015.” To mitigate the healthy donor effect (HDE) the study, “employed a five-year qualification period.” The researchers noted that donors, “must have made at least one WB donation on the first and fifth years of the qualification period and be alive and cancer-free for the full five-year period.” The study’s primary outcomes were, “gastrointestinal, colorectal, breast and h[ematological] cancers.” The authors explained that, “[t]he follow-up period commenced on the last day of the qualification period and ended at the conclusion of either five years from the start of the follow-up, the death date, or the cancer diagnosis date, whichever occurred first. [Of the] 6,755 WB donors, 2,867 (42.4 percent) donated at least two WB units in each year of the qualification period (regular high-frequency donors)... Among the donors, 25/3,888 (0.6 percent) from the low-frequency blood donor group were diagnosed with gastrointestinal/colorectal cancer during five years of follow-up, whereas [it was] 27/2,867 (0.9 percent) in the high-frequency donor group. Among 3,453 female donors, 40 (1.8 percent) breast cancer cases were identified from the low-frequency donor group and 21 (1.6 percent) from the high-frequency donor group during the five-year follow-up period. For h[ematological] cancer, [the study] found 23 (0.6 percent) incident cases from the low-frequency donor group and 20 (0.7 percent) from the high-frequency donor group during the five-year follow-up period.” The authors explained that there was, “no significant risk differences between low and high-frequency donors in the inverse probability weighted Kaplan Meyer survival curves for gastro-intestinal/colorectal, breast and h[ematological] cancers over a five-year follow-up.” The study concluded that it, “did not find any convincing evidence of an altered risk of gastrointestinal/colorectal, breast and h[ematological] malignancy among high-frequency WB donors donating regularly.”

**Citation:** Rahman, M.M., Hayen, A., Olynyk, J.K., Cust, A.E., Irving, D.O., Karki, S. “[Regular whole blood donation and gastrointestinal, breast, colorectal and haematological cancer risk among blood donors in Australia.](#)” *Vox Sanguinis*. 2024.

Contributed by Richard Gammon, MD, Chief Medical Officer at Carter BloodCare 💧

## MEMBER NEWS

**LifeShare Blood Center** recently honored Gene Powell with a Lifetime Achievement Award. Mr. Powell was recognized for his selfless spirit and commitment to donating. The 90-year-old Mr. Powell has donated platelets more than 700 times. He is a decorated Vietnam War fighter pilot who has demonstrated his support of platelet donation for several decades at LifeShare.



(Source: Health Canada [News Release](#), 9/25/24)

Contributed by Mandi Johnson, MLIS, Director of Community Engagement at LifeShare Blood Center 💧

## GLOBAL NEWS

The World Health organization (WHO) has [announced](#) the launch of the [“Global Strategic Preparedness, Readiness and Response Plan \(SPRP\) to tackle dengue and other Aedes-borne arboviruses.”](#) The agency stated in a news release that the plan, “aims at reducing the burden of disease, suffering and deaths from dengue and other Aedes-borne arboviral diseases such as Zika and chikungunya, by fostering a global coordinated response.” Additionally, it includes strategies and priority actions, “to control transmission and offers recommendations to affected countries across various sectors, including disease surveillance, laboratory activities, vector control, community engagement, clinical management, and research and development, through a whole-of-society and regional approach.” According to the WHO, close to 4 billion individuals are, “at risk of infection from arboviruses around the world, and this number is estimated to increase to 5 billion by 2050.” Successful outbreak response components outlined in the plan include:



- [e]mergency coordination: Establishing leadership and coordination activities;
- [c]ollaborative surveillance: Developing and using tools for early detection and control of dengue and other Aedes-borne outbreaks, including strengthened indicator and event-based surveillance, epidemiological analysis, laboratory diagnostics, and field investigations;
- [c]ommunity protection: Engaging communities through active dialogue and local adaptation of prevention and response measures, including mosquito population control;
- [s]afe and scalable care: Ensuring effective clinical management and resilient health services to ensure patients can receive adequate care and prevent illness and death; and
- [a]ccess to countermeasures: Promoting research and innovation for improved treatments and effective vaccines against these diseases.”

The WHO intends to implement the strategic plan by 2025.

(Source: WHO [News Release](#), 10/3/24)

**Qiagen has [expanded](#) its partnership with Bio-Manguinhos/Fiocruz, the leading provider of vaccines and diagnostics Brazilian Ministry of Health to include, “an advanced PCR-based molecular screening platform to detect malaria alongside HIV, hepatitis B and C virus (HCV and HBV), a capability previously unavailable in Brazil’s blood donation program.”** According to the news release, “The advanced Brazilian Nucleic Acid Test (NAT Plus) platform, leveraging QIAGEN’s PCR reagents, was recently rolled out as part of Brazil’s national blood screening program. [Its] latest advancement improves [transfusion] safety by detecting malaria and closing the “diagnostic window” between the time of infection

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## GLOBAL NEWS (continued from page 7)

and laboratory diagnosis. It is currently operational in 30 laboratories and is critical to safeguarding blood supplies in regions where these diseases are not endemic.”

(Source: Qiagen [News Release](#), 9/12/24)

**Health Canada has [approved](#) Vertex Pharmaceutical Inc.’s gene therapy (Casgevy®) to treat sickle individuals 12 and older with sickle cell disease (SCD) with recurrent vaso-occlusive crises (VOCs) or transfusion-dependent beta thalassemia (TDT).** According to the agency, the approval, “is based on the positive interim results from two global and ongoing clinical trials, CLIMB-121 in SCD and CLIMB-111 in TDT. The primary endpoint of being free from severe VOCs for at least 12 consecutive months or transfusion independence for at least 12 consecutive months was met in both trials. The safety profile is generally consistent with myeloablative conditioning with busulfan and hematopoietic stem cell transplant.”

(Source: Health Canada [News Release](#), 9/25/24) 💧

## **COMPANY NEWS**

**Abbott** has [partnered](#) with the **Big 10 Conference** on a blood donation competition to increase blood donations in the U.S. As part of the collaboration, “The We Give Blood Drive” initiative, aims to mobilize students, alumni, and fans of the Big 10 Conference’s 18-member university athletic departments in a friendly competition during the college football season from, “September 26<sup>th</sup> through December 6<sup>th</sup>, with the winner announced at the Big Ten Championship Game on Dec. 7<sup>th</sup> in Indianapolis.” According to a news release, blood donation totals will be tracked live at: [www.BigTen.org/Abbott](http://www.BigTen.org/Abbott). “Mobile blood drives for students and faculty are planned on campuses throughout the season. If someone lacks a participating center near them, they may choose to donate blood at any center across the country and upload proof of donation. Everyone who participates in the competition also will receive a free one-month subscription to [BIG+, the Conference’s streaming service](#) via an email after uploading their proof of donation. Participants will also be entered to win two tickets and a trip to the Big Ten Football Championship Game on Dec. 7<sup>th</sup>. The school credited with donating the most blood — each donation counts for one point — will be named “The We Give Blood Drive” champion [and] will receive \$1 million to advance student or community health.” Former National Football League (NFL) Quarterback Tom Brady, a Big Ten and University of Michigan alum, participated in the initiative’s kickoff event and [explained](#), “I want to continue to encourage all the young people to make this part of their giving back in school,” he said. “I’m excited to see all the schools step up. I want to see them make [a difference] as a group of individuals at a school that can [give] back to very, very big cause that we’re all in need of,” according to *WGN Chicago*.

(Sources: Abbott [News Release](#), 9/26/24; *WGN Chicago*, “[Tom Brady helps Big Ten kickoff nationwide blood drive](#), 9/26/24))

**Excellos Inc.**, a cellular therapy spin-out of San Diego Blood Bank, recently [announced](#) that it has been selected by **Galapagos** to provide, “end-to-end manufacturing of Galapagos’ CAR-T cell therapy, GLPG5101, for its recently FDA cleared ATALANTA-1 clinical study in patients with relapsed/refractory non-Hodgkin lymphoma in the U.S.” The partnership is, “the first site initiation under the recently announced strategic collaboration between Galapagos’ U.S. entity GLPG US, Inc. and **Blood Centers of America** (BCA). Under this agreement, BCA’s national network of blood centers will provide decentralized manufacturing services for Galapagos’ CAR-T cell therapy product candidates, close to cancer treatment centers across the U.S.” BCA President and Chief Executive Officer Bill Block added in the news

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## COMPANY NEWS (continued from page 8)

release, “BCA is pleased to be actively engaged with Galapagos in site identification, assessment, and initiation to build a nationwide decentralized cell therapy manufacturing network. The Excellos project is enabled by the broader agreement between BCA and Galapagos which allowed Excellos to move efficiently from site assessment to the start of technology transfer. BCA will use the insights from this first initiation to accelerate the integration of multiple BCA sites into Galapagos’ decentralized manufacturing network, with the goal of providing patients convenient access to our local facilities and healthcare providers within their communities.”

(Source: Excellos Inc. [News Release](#), 10/1/24)

**Terumo Blood and Cell Technologies** (Terumo BCT) and **Nova Biomedical** have [collaborated](#) to, “enable automated cell culture sensing.” According to a company news release, by integrating Terumo BCT’s Quantum Flex™ Cell Expansion System and Nova Biomedical’s BioProfile FLEX2 Automated Cell Culture Analyzer, “it is possible to automatically sample and analyze a wide array of analytes in Quantum Flex and provide data in near-real time, unlocking more efficient process development and control.”

(Source: Terumo BCT [News Release](#), 9/23/24) ♦

## CALENDAR

*Note to subscribers: Submissions for a free listing in this calendar (published weekly) are welcome. Send information to [newsletter@americasblood.org](mailto:newsletter@americasblood.org). (For a more detailed announcement in the weekly “Meetings” section of the newsletter, please include program information.)*

### 2024

Oct. 8. **America’s Blood Centers (ABC) All Member Association Call.** More information and a link to registration are [available](#) to ABC members.

Oct 16. **FDA Advancing Rare Disease Therapies Through an FDA Rare Disease Innovation Hub (Hybrid). Silver Spring, Md.** [Registration](#) is open. More information available [here](#).

Oct. 16-17. **Biomedical Excellence for Safer Transfusion (BEST) Fall Meeting.** Galveston, Texas. More information available [here](#).

Oct. 19-22. **Association for the Advancement of Blood & Biotherapies (AABB) Annual Meeting.** Houston, Texas. More information available [here](#).

Oct. 23. **ADRP, the Association for Blood Donor Professionals Webinar: Recruit, Retain, & Realized the Impact.** [Registration](#) is open. More available [here](#).

Oct 24. **U.S. Department of Health and Human Services (HHS) Office of Infectious Disease and HIV/AIDS Policy (OIDP) Tick-borne Diseases and Associated Illnesses and Conditions (TBDAIC) Community Engagement Session (Virtual).** [Registration](#) is open. More information available [here](#).

Oct. 28. **U.S. Centers for Disease Control and Prevention (CDC) Sickle Cell Data Collection Summit (Virtual).** [Registration](#) is open. More information available [here](#).

Oct. 23-26. **Sickle Cell Disease Association of America (SCDAA) Annual National Convention.** Atlanta, Ga. [Registration](#) is open. More information available [here](#).

Oct. 28. **Centers for Disease Control & Prevention (CDC) Sickle Cell Data Collection (SCDC) Summit 2024 (Virtual).** [Registration](#) is open. More information available [here](#).

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## CALENDAR (continued from page 9)

Oct. 30. **FDA Patient Engagement Advisory Committee Meeting on Patient-Centered Informed Consent in Clinical Study (Virtual)**. More information available [here](#).

Nov. 6-7. **ABC Women's Executive Leadership Community (WELC) Workshop. San Antonio, Texas.** [Registration](#) is open. More information is available [here](#).

Nov. 6-7. **Centers for Disease Control and Prevention (CDC Clinical Laboratory Improvement Advisory Committee (CLIAC) Meeting (Virtual)**. More [information](#) is available [here](#).

Nov. 13. **2024 ADRP International Showcase**. More information coming soon.

Nov. 19-20. **Trauma Hemostasis & Oxygenation Research (THOR) Network Emergency Transfusion in Females with Childbearing Potential: Mitigating the Risks of Hemolytic Disease of the Fetus and Newborn Meeting, Bethesda, Md.** [Registration](#) is open. More information available [here](#).

Nov. 19-20. **Plasma Protein Forum. Washington, D.C.** More information available [here](#).

## 2025

Mar. 10-12. **ABC Annual Meeting, Arlington, Va.** More information available [here](#).

May 6-8. **2025 ADRP Annual Conference. Oklahoma City, Okla.** More information available [here](#).

May 14-15. **International Plasma and Fractionation Association (IPFA)/Paul-Ehrlich Institut[e] (PEI) 30<sup>th</sup> International Workshop on Surveillance and Screening of Blood-borne Pathogens. Heidelberg, Germany.** [Registration](#) is open. More information available [here](#).

May 20-21. **International Plasma Protein Congress. Warsaw, Poland.** More information is coming soon.

June 25-26. **HHS OIDP TBDAIC Community Engagement Meeting (Hybrid). Portland, Maine.** More information coming soon.

Oct. 12-15. **American Association of Tissue Banks (AATB) Annual Meeting, Atlanta, Ga.** More information is coming soon.

Oct. 25-28. **AABB Annual Meeting, San Diego, Calif.** More information is coming soon.

Nov. 17-20. **American Society for Clinical Pathology (ASCP) Annual Meeting, Atlanta, Ga.** More information coming soon. 💧

## CLASSIFIED ADVERTISING

Classified advertisements, including notices of positions available and wanted, are published free of charge for a maximum of three weeks per position per calendar year for ABC members. There are charges for non-members: \$139 per placement for ABC Newsletter subscribers and \$279 for non-subscribers. A six (6) percent processing fee will be applied to all credit card payments. Notices ordinarily are limited to 150 words. To place an ad, e-mail: [newsletter@americasblood.org](mailto:newsletter@americasblood.org)

## POSITIONS

**Laboratory Supervisor, Blood Services.** ARUP Laboratories is looking for a motivated candidate to work along the other departmental Supervisors to lead our department. ARUP is a national nonprofit and academic reference laboratory at the forefront of diagnostic medicine. We are a CAP, ISO 15189, and CLIA-certified diagnostic lab with 40 years of experience supporting clients through unparalleled quality and service. This is an

opportunity that will provide leadership and direction over the day-to-day aspects of whole blood and platelet collections, and component processing and distribution. This position will contribute to the department by supporting the staff in the department, writing departmental

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## POSITIONS (continued from page 10)

procedures, and ensuring that the department complies with regulatory requirements. Incumbent should have strong leadership skills, be experienced in a blood center, and demonstrate a passion for commitment to organizational goals. We offer exceptional benefits, competitive pay, and beautiful facilities to work in. Prospective candidates may be eligible for applicable relocation assistance. Interested candidates can apply at [www.aruplab.com/careers](http://www.aruplab.com/careers).

**LAN Administrator II.** Join Gulf Coast Regional Blood Center's team of heroes as a **LAN Administrator II!** We are seeking a detail-oriented professional responsible for planning and deploying major service upgrades and providing enterprise-level support for hardware, software, operating systems, and network infrastructure. In this role, you will oversee Windows Server management, file and print sharing, and network support. You'll also serve as the technical lead for projects, ensuring seamless network infrastructure installation and support for key systems like Exchange, Virtualization, and Active Directory. Additional responsibilities include maintaining system documentation, assisting with Wide Area Network (WAN) management, and providing backup support for MS back-office services and the organizational Help Desk. Ideal candidates will have a Bachelor's Degree in Computer Science or a related field and at least five years of experience in enterprise-level server and network support. Proficiency in Windows Active Directory, TCP/IP, and Microsoft Office is essential, and certifications such as MCSE, MCSA, or VCP are highly preferred. This role offers exciting career advancement opportunities, a competitive compensation package, and the chance to make a real difference in a mission-driven organization. If you're a problem-solver with great interpersonal skills and a passion for IT, [apply now!](#)

**Regional Manager of Donor Recruitment.** Join Gulf Coast Regional Blood Center's team of heroes as a **Regional Manager of Donor Recruitment!** We're seeking a detail-oriented, strategic thinker with excellent communication skills and a genuine passion for our life-saving mission. In this role, you'll lead a team of Donor Recruitment professionals, oversee recruitment strategies to ensure donation goals are met and monitor team performance while providing progress reports to management. You'll also assist in developing marketing strategies and actively support department initiatives while fostering a supportive and positive work environment for employees and donors. With a focus on building high morale and commitment to goals, you will ensure that recruitment efforts are efficient and compliant with safety and organizational policies. Leadership, integrity, and empathy are key as you inspire your team and maintain a committed culture of saving lives. Ideal candidates will have a Bachelor's degree or five years relevant experience in management, sales, or recruitment. MBA strongly

preferred. This position offers career growth, a competitive compensation package, and the opportunity to make a meaningful impact every day. If you're a creative problem-solver with the ability to motivate and lead teams, we invite you to join us and inspire others to help save lives! [Apply Now!](#)

**Regional Consultation Lab Services Tech III.** Join our team of heroes! Gulf Coast Regional Blood Center is seeking a **Regional Consultation Lab Services Tech III** in Nacogdoches, TX! This unique role combines laboratory services, phlebotomy, and community engagement. You'll prepare special blood components, perform patient testing, and serve as hospital services support. Additionally, you'll participate in blood collection during facility and mobile operations, ensuring a high level of customer service with both hospital staff and donors. Key responsibilities include performing serological testing, interpreting complex antibody identification, and preparing consultation reports. You'll also rotate on-call duties to provide afterhours consultation and support hospital services. In donor collections, you'll handle pre-donation screening, venipuncture, and post-donation care, with all necessary training provided. The ideal candidate will have a certification as an MLT or MLS, with blood bank and immunohematology experience preferred. A valid Texas Driver's License and reliable commute to the Nacogdoches facility are required. This position offers career growth, a competitive compensation and benefits package, and the rewarding opportunity to save lives. If you're precise, astute, and passionate about using your talents to support the community, this is the perfect role for you! Training in donor collections is provided for those without phlebotomy experience. What are you waiting for? [Apply Now!](#)

**Business Development Manager.** Join Gulf Coast Regional Blood Center's team of heroes as a **Business Development Manager!** We're seeking an energetic self-starter passionate about making a difference through outstanding client service and business growth. In this role, you'll initiate new client onboarding, prospecting, and account management for our diverse product lines, including biotech/research, laboratory testing, and cellular therapy products and services. You'll be responsible for identifying top prospects, strategizing sales and marketing approaches, and managing CRM processes. This in-office position collaborates with the marketing team which is key to developing engaging materials for B2B and online campaigns. We offer a competitive compensation package, career advancement opportunities, and the chance to work in a dynamic, mission-driven environment that saves lives. Ideal candidates will have a Bachelor's degree or five years of related experience. Industry sales experience or a background in life science is preferred. Candidates must have a valid Texas driver's

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## POSITIONS (continued from page 11)

license and reliable transportation. This position also offers mileage reimbursement and free parking near NRG Stadium. If you're adaptable, driven, and passionate about helping others, this role is for you. Join us in embodying our core values of Commitment, Integrity, and Respect while creating life-saving experiences every day. [Apply Now!](#)

**Consultation Lab Specialist.** Join Gulf Coast Regional Blood Center as a **Consultation Lab Specialist!** This life-saving role performs complex and routine serological investigations and testing, requiring precision, attention to detail, and the ability to work diplomatically with both internal and external customers. You'll be responsible for resolving serological problems, interpreting complex antibody cases, and preparing consultation reports among additional intricate laboratory services. If you take pride in delivering high-quality service and are passionate about making a difference in the community, this is the perfect role for you. We offer a competitive compensation package, career advancement and technical development opportunities. Talent in this department have the chance to work in a dynamic, mission-driven, and patient-first environment. Ideal candidates will have a Bachelor's degree in a laboratory science field with an ASCP MT, MLS or SBB certification and recent immunohematology, reference lab experience. Sign-on bonus and relocation packages available. If you're precise, astute, and passionate about using your talents to support the community, this is the perfect role for you! What are you waiting for? [Apply Now!](#)

**Consultation & Reference Laboratory Assistant Manager.** Gulf Coast Regional Blood Center is seeking a **Consultation & Reference Laboratory Assistant Manager!** This pivotal role involves overseeing laboratory operations, supervising staff, and ensuring compliance with all policies, procedures, and quality control standards. Reporting to the Consultation & Reference Manager, the Assistant Manager will be instrumental in maintaining effective relations with both internal and external departments and customers. This opportunity is perfect for individuals who value precision, enjoy problem-solving, and are dedicated to delivering high-quality service to the community. You will assist with budget management, monitor lab performance, and contribute to the development and revision of department SOPs. Additionally, the role requires regular communication with the Medical Director and participation in internal and external assessments. **Why join us?** You'll enjoy a competitive compensation package, free parking at the Texas Medical Center, and opportunities for career growth—all while contributing to life-saving work. Sign-on bonus and relocation opportunities available. **Qualifications** include an SBB Certification (ASCP), 6+ years of recent blood banking experience, 3+ years in an Immunohematology Reference Lab, and at least 2 years of

management experience. If you embody integrity, commitment, and respect, we encourage you to [apply now](#) and help make a difference!

**Quality Assurance Director.** Gulf Coast Regional Blood Center is seeking an experienced **Quality Assurance Director** to lead and oversee all aspects of Quality Assurance and Compliance. Reporting to the Associate Vice President of Quality Services, this pivotal role ensures that the blood center maintains the highest standards of safety and quality in alignment with FDA regulations, AABB standards, and other key accrediting bodies. As the Quality Assurance Director, you will be responsible for implementing and monitoring quality systems, leading audits, ensuring compliance with international and domestic regulations, and fostering a culture of continuous improvement. This role is ideal for individuals with strong leadership and problem-solving skills, and a deep understanding of quality management principles like Lean and Six Sigma. You will develop quality training programs, oversee incident reports, and serve as the FDA designee for the organization, ensuring that all processes meet regulatory standards. **Qualifications** include a Bachelor's degree (Graduate degree preferred) and at least 7 years of progressive management experience in a regulated industry. Preferred certifications include ASCP, ASQ, and Six Sigma Green Belt or better. If you are ready to make a lasting impact in a mission-driven organization, we encourage you to [apply today!](#)

**VP, Regional Operations.** Reporting to the Chief Operating Officer (COO), the position is responsible for executing the New York Blood Center Enterprises (NYBCE) strategy for the Mid-Atlantic Region (BBD and RIBC). The role will coordinate regional efforts with the centralized enterprise functions to attain objectives and KPIs for the region. The VP, Regional Operations will support NYBCE stature as "best in class" by achieving strategic goals and driving tangible, measurable outcomes. The candidate will join the Senior Leadership Team and be the enterprise ambassador for NYBCE in the Mid-Atlantic region, represent the enterprise at official events and meetings with community leaders. The home site is RIBC (Providence, RI) or BBD (Newark, DE). Minimum one week on site presence required monthly at the non-home site. Education: Bachelor's degree in STEM, economics, business administration, or health administration. MBA preferred. Experience: 15 + years of previous operations management experience in a healthcare, hospitality, or service sector. Travel: Ability to travel 25-30% including overnight stays. For applicants who will perform this position in Rhode Island the annual salary is \$285,000.00p/yr. to \$290,000.00p/yr. salary reflects local market rate and be commensurate with the applicant's skills, job-related knowledge, and experience. Please click [here](#) to apply.

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POSITIONS (continued from page 12)

**Laboratory Education Coordinator.** LifeSouth Community Blood Centers is looking for a team-oriented, goal-driven individual with a passion for education to join the team as a Laboratory Education Coordinator in Gainesville, FL. This position is responsible for the overall execution and development of LifeSouth’s blood banking and transfusion medical education programs. Additional responsibilities include assisting the training of laboratory employees, assessing competencies, and maintaining training materials. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and [apply here!](#)

**Executive Director, Comprehensive Client Relations.** Reporting to the B&LO Vice President of Strategy and Business Operations, the *Executive Director, Comprehensive Client Relations* (ED-CCR) will act as the leading executive responsible for driving the commercial strategy and execution of B&LO products and services. The ED-CCR is responsible for the end-to-end design and management of the interface with commercial customers, with the goal of maximizing current accounts and acquiring new ones. The ED-CCR will develop, plan, and execute the overall customer sales strategy for B&LO. The mandate of the ED-CCR includes prospecting, market development, value proposition formulation, pricing/volume/product mix optimization, RFI/RFQ/RFP preparation, negotiations, contracting, customer service, and service recovery. The ED-CCR is responsible for leading, motivating, coaching, developing, and retaining a diverse team of individuals. **Education:** BS/MS in marketing, sales, business, economics, STEM, or applied social sciences. MBA would be an advantage. **Experience:** 12 or more years of sales experience, including 57 to years of commercial leadership experience or corporate account management experience in BioPharma, medical devices, and/or related healthcare field. Hospital sales experience is required. **Travel:** Ability to travel 25 percent with occasional overnight stays. **Unless otherwise specified, all posted opportunities are in the New York or Greater Tri-State office locations. Click [here](#) to apply.**

**Marketing Executive.** LifeSouth Community Blood Centers is looking for a highly skilled leader with a solid understanding of marketing principles and techniques, a data-driven approach, and a passion for innovation, to join the team as Marketing Executive in Gainesville, FL. This position is responsible for the overall marketing strategy across the organization. This position requires active communication with executive leadership and department directors within the organization to ensure adequate planning and execution of strategic marketing plans. This position is dedicated to advancing the organization’s objectives in blood donation, cord blood services, cellular therapy, new business development,

and meeting patient needs. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and apply [here!](#)

**Immunohematology Reference Lab Medical Technologist.** LifeSouth Community Blood Centers is looking for an experienced Laboratory Medical Technologist, with a passion for making a difference, to join our Immunohematology Reference Laboratory team in Atlanta, GA. The position is responsible for following established policies and procedures, identifying problems that may adversely affect test performance or reporting of test results, and either correct the problems or immediately notify a supervisor, manager, or director. The IRL Medical Technologist will resolve immunohematology and compatibility problems to provide the safest donor blood for the patients in our community. We focus on providing the best possible customer service. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and apply [here!](#)

**Immunohematology Reference Lab Medical Technologist.** LifeSouth Community Blood Centers is looking for an experienced Laboratory Medical Technologist, with a passion for making a difference, to join our Immunohematology Reference Laboratory team in Jacksonville, FL. The position is responsible for following established policies and procedures, identifying problems that may adversely affect test performance or reporting of test results, and either correct the problems or immediately notify a supervisor, manager, or director. This individual will resolve complex immunohematology and compatibility problems to provide the safest donor blood for the patients in our community. We focus on providing the best possible customer service. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and [apply here!](#)



**Assistant/Associate Director, Blood Transfusion Service (Massachusetts General Hospital; Boston, Massachusetts).** The Department of Pathology at the Massachusetts General Hospital (MGH), a founding hospital of Mass General Brigham, and a major teaching affiliate of the Harvard Medical School, seeks a full-time, early- or mid-career, academically oriented transfusion medicine physician. The successful candidate will combine clinical and teaching activities with a research program in a field relevant to transfusion medicine, hematology, or hemostasis. The Blood Transfusion Service at MGH encompasses an FDA-licensed donor center,

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POSITIONS (continued from page 13)

therapeutic apheresis, an outpatient transfusion/infusion clinic, a transfusion service, and progenitor cell collection and processing. We collaborate closely with colleagues in bone marrow and solid organ transplantation, CAR-T cell therapy, cardiac surgery, trauma and critical care, neurology, and pediatrics. Our faculty also work closely with transfusion medicine faculty within the MGB network. Service and teaching responsibilities will be shared with two full- and several part-time staff physicians. Candidates must be BC/BE in Transfusion Medicine, with primary training in either Pathology or Hematology/Oncology (adult or pediatric). Academic rank as Associate Professor, Assistant Professor or Instructor and salary will be commensurate with experience and accomplishments. Interested candidates should send a personal statement with research interest, three potential referees and Curriculum Vitae to: Dr. Robert Makar; Director, Blood Transfusion Service; Department of Pathology; Massachusetts General Hospital; 55 Fruit Street, GRJ 148; Boston, MA 02114. Email: [rmakar@mgh.harvard.edu](mailto:rmakar@mgh.harvard.edu) C/O Diane Savickas [dsavickas@mgb.org](mailto:dsavickas@mgb.org). We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, gender identity, sexual orientation, pregnancy, and pregnancy-related conditions, or any other characteristic protected by law.



**HARVARD MEDICAL SCHOOL**  
**TEACHING HOSPITAL**

