

## Christine Zambricki Resigns From ABC

Issue #17  
May 12, 2017

Christine Zambricki, DNAP, CRNA, FAAN, has resigned from her position as Chief Executive Officer of America's Blood Centers (ABC) in order to attend to family matters that require her full attention at this time.



"We are grateful for the energy and leadership Dr. Zambricki has brought to ABC and the blood banking community during these dynamic times. Under Dr. Zambricki's direction, ABC has advanced its advocacy footprint as a respected presence in Washington, D.C. During Dr. Zambricki's tenure, ABC expanded its data warehouse, created the ABC Professional Institute's online learning system, and successfully partnered with ADRP. We wish her the best as she turns her attention to important family matters," said Martin Grable, president of ABC.

"I am grateful for the opportunity to lead ABC and for the members' support during my tenure," said Dr. Zambricki. "Leading ABC was not a solitary task, however, I was accompanied by a team of dynamic individuals who shared in the vision of ABC. I would like to take this opportunity to thank the ABC staff for their hard work, dedication, and support."

ABC's Chief Medical Officer Louis Katz, MD, will assume interim leadership of the organization in the immediate future. Formerly the executive vice president of Medical Affairs of the Mississippi Valley Regional Blood Center in Davenport, Iowa, Dr. Katz is a clinical infectious diseases physician who founded and ran a Ryan White Title 3 comprehensive AIDS center. Dr. Katz chaired the ABC's Scientific, Medical and Technical Committee; and is a member and twice chair of AABB's Transfusion Transmitted Diseases Committee, a past member and chair of the Food and Drug Administration's (FDA) Blood Products Advisory Committee and is a newly appointed member to the HHS Advisory Committee on Blood and Tissue Safety and Availability.

## Targeted Recruitment a Focus at the 2017 ADRP Conference

Attendee registration dramatically increased this year at the ADRP conference in Chicago on May 1 to 3 at the Hilton Chicago. Over 280 attendees registered for the conference as well as 56 vendor representatives. Attendees could select presentations to join from three main tracks: leadership and strategy; donor recruitment and marketing; and donor collections and operations, and had a more streamlined process and experience this year thanks to the added logistical support from ABC staff members.

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## OUR SPACE

ABC President Martin Grable, CEO of Community Blood Centers of the Carolinas

ABC Chief Medical Officer, Louis Katz, MD

### Sudden Change is Not the Enemy

We would like to thank Christine Zambricki for her service to ABC members in support of their lifesaving mission—guaranteeing a safe and adequate blood supply is our bone marrow. Everyone needs to keep positive thoughts for favorable outcomes as she attends to important duties at home.

Change can be a bit chaotic. That said, ABC members and staff have levels of professionalism, expertise, and intellectual capacity that will keep us moving forward during changing times. The senior executive team, executive committee members, and the Board of Directors will maintain the importance and influence of the association in the blood community by remaining focused on our pillars—Scientific, Medical and Technical issues, education, data, and advocacy.

Leveraging our science, medical, and business data, along with the tremendous experience and good sense of our members remain the core of our regulatory and legislative advocacy missions—all of it focused on a sustainable blood supply, rational regulation, and the provision of exceptional healthcare. Educating a myriad of stakeholders about the world view of the independent, community-based blood center is central.

Alignment of ABC's efforts with the rest of the letter salad of the blood community (BCA, AABB, HemeXcel, *et al*) is our second focus—"they are us" and together we share a "big tent" in the largest sense. We commit the ABC team to doing all that it takes to be certain efforts are complementary, collaborative and non-overlapping. All of us will work together to assure the most efficient representation we can build, focused on a safe and sustainable blood supply.

From a personal standpoint, one of us was drifting toward semi-retirement (the other apparently is not), but is nevertheless flattered to have been asked to step in. We will make every effort to meet the needs of the association. You know how to reach us both. ♦

[mgrable@cbcc.us](mailto:mgrable@cbcc.us)

[lkatz@americasblood.org](mailto:lkatz@americasblood.org)

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ABC is an association of not-for-profit, independent community blood centers that helps its members provide excellence in transfusion medicine and related health services. ABC provides leadership in donor advocacy, education, national policy, quality, and safety; and in finding efficiencies for the benefit of donors, patients, and healthcare facilities by encouraging collaboration among blood organizations and by acting as a forum for sharing information and best practices.

#### America's Blood Centers

President: Martin Grable  
 ABC Publications Editor: Lisa Spinelli  
 Subscriptions Manager: Trudy Thompson  
**Annual Subscription Rate: \$390**

Send subscription queries to Trudy Thompson  
[TThompson@americasblood.org](mailto:TThompson@americasblood.org).

America's Blood Centers  
 725 15th St. NW, Suite 700, Washington, DC 20005  
 Phone: (202) 393-5725

Send news tips to [newsletter@americasblood.org](mailto:newsletter@americasblood.org).



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OMAHA, NEBRASKA  
JUNE 6-8, 2017

**Featured Topics**

- HLA Testing & TRALI Mitigation
- Whole Blood – What's Old is New Again
- Cybersecurity for Quality & Technical Professionals
- Making the Leap to Process Improvement

ABC is proud to sponsor this meeting in historic Omaha, Nebraska. We are bringing quality and technical professionals together and will provide both educational updates and an opportunity for networking. The value of different perspectives enriches this event and provides a platform for the discussion of issues that cross common boundaries.

*— Louis M. Katz, MD, CMO, America's Blood Centers*

**For registration information, visit [www.bit.ly/abc\\_meetings](http://www.bit.ly/abc_meetings).**  
Scholarship opportunities are available to ABC members.  
Sponsorship opportunities available. Contact Jodi Zand at [jzand@americasblood.org](mailto:jzand@americasblood.org) for details.

**Hotel Information**  
DoubleTree by Hilton Omaha Downtown  
Hotel room rate: \$144 + tax

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## 2017 ADRP CONFERENCE (continued from page 1)



This year was also the first year P.A.C.E. credits were offered at the conference for 13 of the 27 educational sessions.

Some highlights from the conference include a lively keynote speech on “Finding Your Passion” from Zachary Spicer and John Armstrong of the movie, “the Good Catholic,” an intensely informational medical panel, recruitment sessions centered on targeted recruitment for specialized inventories like sickle cell disease patients, and a very passionate closing speech from OneBlood’s Susan Forbes. Many of the attendees appreciated and gave positive feedback about the mobile app—a first for ADRP conferences.

ADRP also partnered with Heartland Blood Centers, part of Versiti, to offer an ADRP-developed workshop for volunteer drive coordinators. This workshop discussed developing a blood drive program, marketing, and recruiting new donors as well as how to host a successful blood drive. At a following luncheon, Heartland awarded outstanding achievements to their blood drive groups.

During the conference, the presidential torch was passed from ADRP President Christine Hayes, vice president of Operations at LifeServe Blood Center, to Marie Forrestal, director of Donor Recruitment and Retention at New Jersey Blood Services, a part of New York Blood Center.

The medical panel convened on Monday and focused on important medical issues in donor recruitment and care. Alex Carterson, MD, PhD, medical director of Heartland Blood Centers, spoke on donor hemovigilance; Kevin Land, MD, vice president of Clinical Services, Blood Systems, Inc., on youth donors; William Crews, MD, medical director of Laboratory Services, Carter BloodCare, on finding the right donor for sickle cell patients; and Louis Katz, MD, ABC CMO, on iron mitigation plans and implementation. The doctors did a fantastic job enticing the crowd to come back the following day for more information during the breakout sessions.

Tuesday started with a vendor breakfast immediately followed by collections, operations, and recruitment breakout sessions. The breakouts included such spirited discussions as Dr. Katz’s topic on current and anticipated future impact and challenges on donor center operations, including donor recruitment and collections, with more strict iron mitigation plans. Gwen Jones and Beth Edwards teamed up for two presentations, focusing on transformation in blood centers using change management methodologies and then mobile operations.

Additional sessions on Tuesday focused on educating youth on the importance of blood donation, donor hemovigilance and the importance of tracking donor reactions as well as corresponding data and analysis tools. Donor recruitment sessions focused on targeted groups and inventory, e.g. sickle cell and O negative.

Wednesday brought such notable topics that we’ve discussed in the newsletter as transgender issues, the importance of fresh yet consistent messaging, and growing a culture of donors within a community by making donation a part of one’s lifestyle.

The conference concluded with a talk by Susan Forbes, vice president of marketing and communications at OneBlood, who gave a moving and informative speech about crisis communications and managing your message in the wake of the Pulse nightclub shooting (see the member news section for more on this marketing campaign).

In addition to informative sessions, attendees were also treated to a delightful array of networking opportunities, including a lively Prohibition-themed happy hour in the beautiful Normandie Lounge.

We hope to see all the attendees back for the 2018 ADRP Conference on May 9 to 11 at the Fairmont Hotel in Dallas, Texas! 



America's Blood Centers<sup>®</sup>  
It's About *Life*.

## INSIDE ABC

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

### ABC Technical & Quality Workshop Scholarship Winners

America's Blood Centers' Scholarship Program, made possible by a grant from the Foundation for America's Blood Centers, provides scholarships to members of America's Blood Centers to supplement costs for attendance to an ABC specialty workshop or meeting.

We are pleased to announce the seven recipients of \$850 scholarships for the upcoming Technical & Quality Workshop (TQW):

- **Zachary Eblen**, assistant manager of Production and Distribution at Community Blood Center of Greater Kansas City
- **Tina Larragoitiy**, quality assurance specialist at Community Blood Center (Appleton)
- **Eric Longacre**, assistant director of Quality Assurance at Shepard Community Blood Center
- **Alexandra Pike**, quality assurance coordinator at LifeShare Blood Centers
- **Kim Ruechel**, senior director of Technical Services at Blood Bank of Alaska
- **Pamela Starks**, quality assurance principal at Versiti (Indiana Blood Center)
- **Adam Summers**, technical director at Northern California Community Blood Bank

Funds received through this scholarship are to be used to cover the cost of registration and supplement any travel/lodging costs associated with attendance. This workshop provides an exclusive opportunity for quality and technical professionals to come together for educational updates and networking events. There are two options available for the workshop, a two-day option and a three-day option. This year, the TQW will be held on June 6 to 8 at the Downtown Doubletree by Hilton in Omaha, Neb.

If you have not yet registered for the [TQW](#) there is still time today! Registration will close at the end of the day so don't hesitate to sign up for the exciting sessions on everything from pathogen reduction to HLA Testing and sickle anemia patient management to the sustainability of the U.S. blood supply. The TQW has an array of informative topics that attendees will find both riveting and useful as well as roundtable discussions and networking opportunities abound.

To register for the event and read the full agenda, with presentation topics and speakers, please click [here](#). Congratulations to all recipients and we are excited to see you all in Nebraska for this great education and networking event! ♦

### ABC Calendar of Events

ABC offers a variety of meetings, workshops and virtual opportunities for education and networking as well as participation in ABC business. The [calendar of events](#) includes annual and summer meetings, board meetings, workshops, and webinars, and details will be updated as confirmed. We look forward to your support and participation!




## RESEARCH IN BRIEF

**Brain natriuretic peptide (BNP) measurement was a useful diagnostic variable for characterizing respiratory transfusion reactions.** In a post hoc analysis of a prospective observational study of pulmonary transfusion reactions between 2006 and 2009, researchers compared clinical data to record review by trained coordinators. The diagnostic accuracy of BNP in differentiation of TACO from TRALI had receiver operating characteristic (ROC) area under the curve (AUC) of 0.88, a sensitivity of 88 percent (at a threshold of 750 pg/mL), and a specificity of 81 percent. However, BNP alone had only moderate diagnostic accuracy in differentiating TRALI from possible TRALI (AUC, 0.73) and was not useful in differentiating TACO from pTRALI (AUC, 0.52). TACO and pTRALI were associated with older age, higher fluid balance, and elevated BNP levels compared to TRALI.

**Citation:** Roubinian N.H., Looney M.R., Keating S., *et al.* Differentiating pulmonary transfusion reactions using recipient and transfusion factors. *Transfusion*. May 3, 2017. DOI: 10.1111/trf.14118.

**A computer algorithm for predicting repeat blood donation coupled with culturally-specific emails may increase the number of times African-Americans donate blood.** The need for phenotyped red blood cell transfusion in support of sickle cell disease patients demands effective recruitment of African-American donors, yet they make up only 5 percent of the donor population. Investigators at the New York Blood Center and colleagues analyzed readily available donor data from 2004 to 2012 and developed a predictive repeat donor score (PRDS) for each donor. Returning blood donors had a higher mean PRDS compared to nonreturning donors (0.649 vs. 0.268). When combined with culturally-specific email marketing campaigns, a high PRDS was associated with an 89 percent higher donor presentation rate.

**Citation:** Bachegowda L.S., Timm B., Dasgupta P., *et al.* Impact of predictive scoring model and e-mail messages on African American blood donors. *Transfusion*. May 5, 2017 online. DOI: 10.1111/trf.14113. 

## BRIEFLY NOTED

**Experts report their approaches to anti-CD38 (daratumumab for myeloma) interference with immunohematology testing.** Anti-CD38 is used to treat relapsed or treatment-refractory multiple myeloma, but CD38 monoclonal antibodies can interfere with routine blood bank serologic tests—causing delays in care and a strain on blood services. There are many approaches to dealing with this interference, but no standard across facilities exist. Experts, including Greg Denomme of ABC member Blood Center of Wisconsin, part of Versiti, provide their preferred approaches. Reducing those delays will lead to faster delivery of red blood cell units to anemic myeloma patients.

**Citation:** Anani W.Q., Duffer K., Kaufman R.M., *et al.* How do I work up pretransfusion samples containing anti-CD38? *Transfusion*. May 5, 2017. DOI: 10.1111/trf.14144.

**A new report looks to overhaul the peer review process for scientific journals.** The peer-review process for publication in scientific journals has been called slow and biased. An exploration into new models of peer-review has been underway to speed the process without tainting results. A new report from BioMed Central discusses how the peer review system could look very different in 2030 and makes recommendations on how to change it. (Source: [BioMed press release](#))

**The National Institutes of Health (NIH) enacted a new policy on May 2 limiting the grant funding for individual researchers.** Under the new policy, the NIH will assign a point value to each grant based on its complexity and size, with a limit to 21 points of possible funding to an individual investigator. 21 points is approximately the equivalent to three R01 grants, the type commonly given to individual projects. To win

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**BRIEFLY NOTED** (continued from page 6)

an additional grant, researchers with 21 points will need to adjust their existing load to stay under the limit. The new policy is aimed to help younger scientists who typically do not obtain grant funding over their more seasoned colleagues. Dr. Francis Collins told Nature he expected the policy to free up 1,600 in new grant awards. The move has caused a stir in the science community, some of whom believe the new policy could discourage scientists from performing innovative research. (Sources: *Nature*, [NIH to limit the amount of grant money a scientist can receive](#). May 3, 2017).

**The fifth edition of Practical Transfusion Medicine textbook is available for purchase.** The book is a “user-friendly” and concise guide that focuses on clinical aspects of transfusion medicine. The book discusses blood center and hospital practices, cellular and tissue therapies—including organ transplant, and stem cell collection; as well as alternatives to transfusion. The new edition is edited by Michael F. Murphy, David J. Roberts, and Mark H. Yazer. More information is available [here](#). 💧

**RECENT REVIEWS**

**There is no firm evidence implicating blood transfusions as a risk factor for delirium or utility for its treatment in anemic patients.** Delirium is a consequence of a number of underlying causes, one of which is anemia. Severely anemic patients often receive blood transfusions, but there is a lack of good data determining if the delirium is caused by anemia or blood transfusions, or if correction of anemia ameliorates delirium. In a review of 23 studies and trials in MEDLINE from 1946 to 2014, analysts found four trials where delirium was diagnosed after transfusion, three of which found no association between delirium and transfusion, and one with a significant association. The other 17 studies found associations, but the design weaknesses prevented the authors from “drawing strong conclusions.” They found no specific trials studying blood transfusions as a treatment for delirium. Limitations of this review include using one database and a lack of subgroup analyses.

**Citation:** van der Zanden V., Beishuizen S.J., Swart L.M., *et al.* The Effect of Treatment of Anemia with Blood Transfusion on Delirium: A Systematic Review. *Journal of American Geriatrics Society*. February 2017. DOI: 10.1111/jgs.14564. 💧

**INFECTIOUS DISEASES**

**The total cost of Zika in the U.S. could be upward to \$1.2 billion.** A new report in PLOS Neglected Tropical Diseases calculated that if Zika infected 0.01 to 10 percent of the population in six states, it could cost anywhere from \$183 million to \$2 billion. The researchers identified costs for Alabama, Florida, Georgia, Louisiana, Mississippi and Texas depending on third-party payer and societal perspectives, including medical procedures needed as a result of Zika infections and loss of work productivity due to illness. If 0.025 percent were infected, the costs associated with Zika would be about \$198.6 million, according to the computational model, 1 percent would result in \$1.2 billion, and 2 percent would exceed \$2 billion. The authors of the study called their models “conservative” that “may underestimate the economic burden of Zika.”

**Citation:** Lee B.Y., Alfaro-Murillo J.A., Parpia A.S., *et al.* The potential economic burden of Zika in the continental United States. *PLOS Neglected Tropical Diseases*. April 27, 2017. DOI: <https://doi.org/10.1371/journal.pntd.0005531>.



## INFECTIOUS DISEASES (continued from page 7)

**The World Health Organization (WHO) released a Global Hepatitis Report for 2017.** The focus of which was reducing hepatitis infections by 90 percent and eliminating the 1.34 million deaths caused by viral hepatitis as well as preventing 65 percent of the 1.75 million new hepatitis C (HCV) infections occurring worldwide each year. The report also discussed HIV and HCV coinfections, as well as prevention and treatment methods for hepatitis, financing options, and the economic factors surrounding treatment and prevention methods. (Source: WHO, [Global Hepatitis Report 2017](#))

**The Food and Drug Administration (FDA) has cleared Grifols blood donor screening assay for Babesia species for use under an Investigational New Drug (IND) application.** The Procleix assay is designed to detect nucleic acid from *Babesia microti*, *B. duncani*, *B. divergens* and *B. venatorum* in blood donor specimens. Babesia is transmitted by ticks and causes a malaria-like febrile illness. It is the most common transfusion-transmitted infection in the U.S. Several organizations are performing investigational Babesia screenings using platforms from other manufacturers, including ABC members in Rhode Island, Wisconsin and Minnesota. The Procleix Babesia assay operates on the fully automated Procleix Panther system, as does the IND Zika test. (Source: Grifols [press release](#), May 9, 2017) ♦

## REGULATORY NEWS

**The International Council for Commonality in Blood Banking Automation (ICCBBA) announced updates to the Registered Facilities Database.** The database contains the names and locations of all ICCBBA-registered facilities worldwide and their assigned Facility Identification Numbers (FINs). It is available both as an Excel file and as a tab-delimited text file. Both files are available in the password-protected area of the website. Amendments to entries in these tables should be notified to the ICCBBA office. (Source: ICCBBA, May 4, 2017) ♦

## WORD IN WASHINGTON



**Scott Gottlieb, MD, was confirmed on Tuesday as the new commissioner for the Food and Drug Administration (FDA) by a Senate vote of 57 to 42.** The *Becker's Hospital Review* noted five aspects to know about the new commissioner, some of which included Democratic concern over Dr. Gottlieb's ties to the pharmaceutical industry as well as his main task at the FDA—speeding up generic drug approvals. Gottlieb agreed to divest his holdings in numerous healthcare stocks. As a cancer survivor, Dr. Gottlieb has a unique perspective on the FDA's role in patient care. Beyond an examination into the new drug approval process, Dr. Gottlieb has also voiced concern over the opioid epidemic, calling it “the biggest crisis facing the agency,” wrote [ABC News](#). (Source: *Becker's Hospital Review*. [Dr. Scott Gottlieb confirmed as FDA commissioner: 5 things to know](#). May 10, 2017)

**If the American Health Care Act (AHCA) passes the Senate, it could cut nearly \$1 billion in grants from the CDC and other federal agencies.** The Prevention and Public Health Fund (PPHF), which makes up one-eighth of the CDC budget, is cut out of the AHCA. The PPHF authorizes \$900 million in appropriations in 2017 and 2018 to the CDC and other federal agencies like the Mental Health Services Administration. By 2025, the funding reaches \$2 billion in grants to various federal agencies. Last year, the CDC received \$891 million in funding from the PPHF. (Source: STAT News, [CDC faces budget loss of hundreds of millions of dollars after AHCA passes House](#). May 4, 2017) ♦





## PEOPLE



**C. Randal Mills, Ph.D., will join Be The Match as the new chief executive officer.** Dr. Mills replaces Jeffrey C. Chell, MD, who is retiring from the organization in November after 17 years. Dr. Mills will start at Be The Match on June 30.

Dr. Mills was previously the CEO of the California Institute for Regenerative Medicine and has more than 20 years of experience leading companies focused on adult stem cell therapies and regenerative medicine. Until recently, Dr. Mills also served as the chairman of KeraLink (formally TBI), an international non-profit organization focused on reversing corneal blindness globally through ocular transplantation. He was also CEO of Osiris Therapeutics, Inc., which won approval for the first stem-cell drug to treat pediatric graft-versus-host disease (GvHD) and created an international expanded access program for a cell therapy drug that treats transplant patients suffering from refractory GvHD. He is also credited with inventing BioCleanse<sup>®</sup>, the first sterilization system for human tissue transplantation that was accepted by the Food and Drug Administration.

Be The Match is a non-profit organization that operates the national Be The Match Registry—the world's largest listing of potential marrow donors and donated umbilical cord blood units, which matches patients with their marrow donor, educates healthcare professionals and conducts research so more lives can be saved. The organization also recently created a subsidiary—[Be The Match BioTherapies](#)—that supports organizations pursuing new cellular-therapy treatments. (Source: [Be The Match press release](#), May 2, 2017).

## LETTER TO DON DODDRIDGE

*By Dan Connor, retiring CEO of Blood Systems  
4/25/2017*

Don, you've beat me to it once again!

You grasped the importance of the lifesaving work of transfusion medicine (aka blood banking) and the need to focus on patients while I was still just putting together balance sheets and cash flow statements. You served your profession, the AABB Board and became its president when I was still trying to understand the difference between antigens and antibodies. You rose to a leadership position with ABC and became its president. You anticipated the need to consolidate/integrate/grow in order to better meet hospital/patient needs and that the days of simply raising prices to keep up with rising costs would come to an end. And now, you're beating me to the retirement goal line!

It is commonly believed that the establishment of today's blood banks/blood centers occurred about 80 years ago at Cook County Hospital in Chicago. Don therefore has personally been witness to over a half of the development and growth of U.S. blood banking! And not just witnessed, but actively participated in shaping it over the past 40 years.

Two of the highlights of my career have been the opportunities to work closely with Don and his Board to establish CTS and HemeXcel. THANK YOU Don, for partnering with us to make these activities the realities and successes they have become!

With all of his career accomplishments you have already heard about, you might think he would have been satisfied to put the gear in cruise control and coast to the finish line. But, of course, you would have been wrong!

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LETTER TO DON (continued from page 9)

During the past year, he decided he need to:

- overcome the impact of another hurricane
- be on the frontline of the new threat called Zika
- deal with the tragic events from the Orlando Pulse nightmare
- manage the challenges of a total recall of all blood collection sets/filters during a time of record blood donor turnout

Don, I think you’ve more than proven you can handle any challenges that come your way!

Don is my role model as someone who:

- cares deeply about people
- rolls-up his sleeves and leads by example
- had an abundance of tolerance and patience
- understands the imperative of fulfilling the Mission

If you want to be successful – in your marriage, your career, your life, you would do well to have listened, watched and learned from Don!

Don is a devoted family man, a true professional; not in a cold, calculating, impersonal way, but in a confident, caring way.

He is also a gentleman – you don’t hear that term used much these days, but Don is truly that, not just on good days, but every day. They say it’s more important to be respected than liked; however, Don is living proof that it is possible to be both!

So, Don, congratulations for serving your communities, your profession and your fellow man so selflessly and for doing it with such CLASS! You have earned the right to retirement, but not “unemployment.” Instead, enjoy your “FUNemployment!”

ALL THE BEST TO YOU!! 💎

**MEMBER NEWS**

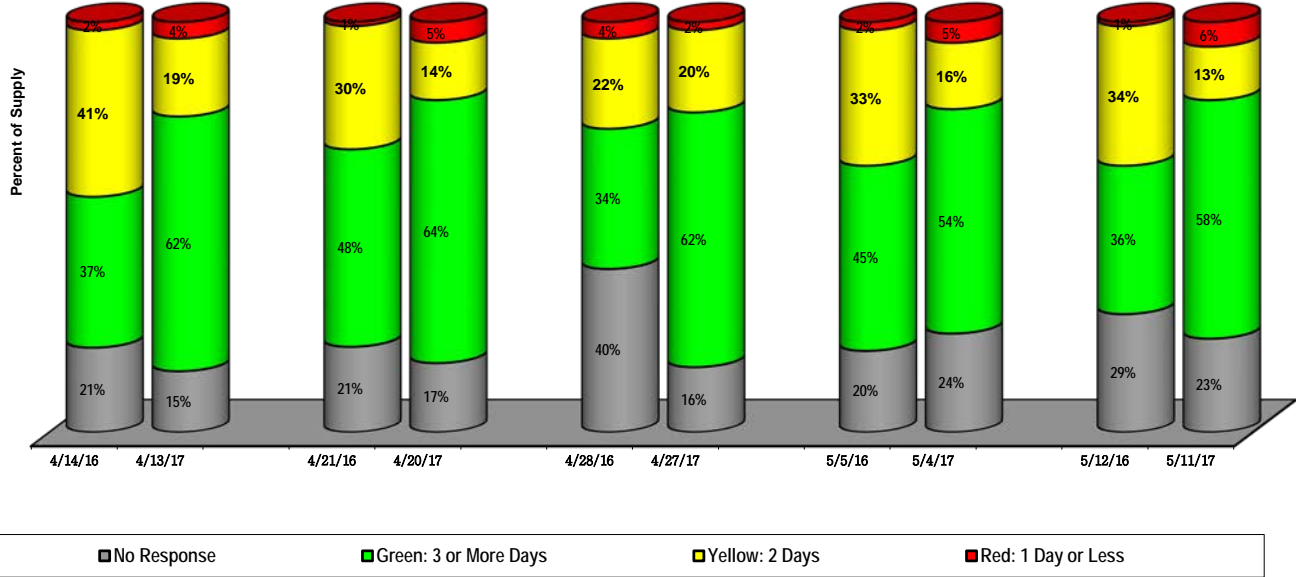


**OneBlood released a video and media campaign highlighting Pulse Nightclub survivors.** Survivors Jeff, Ilka, Bryan, Angel, and Tony discussed on camera their harrowing experiences, life threatening injuries, and how blood donations saved their lives. The five are speaking out on behalf of OneBlood on the need for more blood donations and hit upon the altruistic messaging that donating blood is truly a selfless act and saves lives every day. The campaign is being run on social media, digital channels as well as TV, radio and other mass media outlets and is trending. (Source: OneBlood [website](#))

**Two New York fire fighters and bone marrow donors were reunited with their marrow recipients.** The New York Blood Center organized the event that brought FDNY EMT William Curley and Firefighter Robert Humphries together with their marrow recipients—two cancer survivors. Mr. Curley met with 39-year-old Jamie Tefft who will soon become a grandmother, and Mr. Humphries met with 14-year-old Kyle Richardson and his mother. (Source: *NewYork Daily News*, [EXCLUSIVE: Two FDNY members who donated life-saving bone marrow to cancer survivors get chance to meet their grateful recipients.](#) May 5, 2017) 💎



**STOPLIGHT®: Status of the ABC Blood Supply, 2016 vs. 2017**



The order of the bars is (from top to bottom), red, yellow, green, and no response

**ABC's Premier Education Resource is now online**

**Register today for industry-leading education**

The **ABC Professional Institute** Learning Portal provides access to webinars and self-paced online courses and resources that are intended to support the success of blood center employees and industry partners. The **ABC Professional Institute** offers industry-level training, allowing you to focus on organization-level training.

**Current Course Offerings Include**

- Community Blood Center Advocacy Day
- Leadership development courses
- Customer service courses
- Selection of recorded ABC webinars



- Industry Fundamentals
- Customer Service Strategies & Techniques
- Leadership Best Practices

**Find out more and register: [americasblood.org](http://americasblood.org) or [members.americasblood.org](http://members.americasblood.org)**



## CALENDAR

### 2017

May 16-17. **IPFA/PEI 24<sup>th</sup> International Workshop on “Surveillance and Screening of Blood-borne Pathogens”**, Zagreb, Croatia. To register, click [here](#).

May 17-19. **Cellular Therapies and Transfusion Medicine in Trauma and Critical Care-Looking Towards the Future**, San Francisco, Calif. Presented by Blood Systems, Blood Systems Research Institute and the University of California San Francisco. For more information, or to register, click [here](#).

June 6-8. **Technical & Quality Workshop, America’s Blood Centers, Omaha, Neb.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

June 17-21. **27<sup>th</sup> Regional Congress of the ISBT, Copenhagen, Denmark.** Click [here](#) to register for the event.

July 26. **Transfusion Safety Officer & Patient Blood Management Seminars (Advanced Program)**, Ft. Lauderdale, Fla. If you are interested in taking part in one of these new and engaging programs, please contact: [Cathy Shea](#), Executive Assistant or call (727) 568-1151.

Aug. 1-4. **Summer Meeting, MD Workshop & Golf Tournament, America’s Blood Centers, Providence, R.I.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Aug. 4. **Board Meeting, America’s Blood Centers, Providence, R.I.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Sept. 11-12. **IPFA/BCA 3<sup>rd</sup> Global Symposium on The Future for Blood and Plasma Donations, Atlanta, Ga.** [Registration is open.](#)

Sept. 27-28. **Financial Management & IT Workshops, America’s Blood Centers, Houston, Texas.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Nov. 7-8. **Transfusion Safety Officer & Patient Blood Management Seminars (Basic & Advanced Programs)**, Jacksonville, Fla. If you are interested in taking part in one of these new and engaging programs, please contact: [Cathy Shea](#), Executive Assistant or call (727) 568-1151.

Nov. 8-10. **10<sup>th</sup> World Federation of Hemophilia Global Forum, Montreal, Canada.** For more information and to register, click [here](#). ♦

### We Welcome Your Articles

We at the *ABC Newsletter* welcome freelance articles on any subject relevant to the blood banking community. Writers are encouraged to submit short proposals or unsolicited manuscripts of no more than 1,100 words. While ABC cannot pay for freelance pieces, the writer’s name and title will be included at the end of the story, brief news item, or commentary. If proposing a story, please write a few paragraphs describing the idea and sources of information you will use, your present job and background, and your qualifications for writing on the topic. ABC staff cannot guarantee all stories will be published, and all outside writing will be subject to editing for style, clarity, brevity, and good taste. Please submit ideas and manuscripts to ABC Publications Editor Lisa Spinelli at [newsletter@americasblood.org](mailto:newsletter@americasblood.org). You will be sent a writer’s guide that provides information on style conventions, story structure, deadlines, etc.

## 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 institutional 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, contact Leslie Maundy at the ABC office. Phone: (202) 654-2917; fax: (202) 393-1282; e-mail: [lmaundy@americasblood.org](mailto:lmaundy@americasblood.org).

### POSITIONS

Also available on our [website](#)

**Chief Medical Officer.** The Oklahoma Blood Institute, a large, innovative and quickly growing regional blood center servicing Oklahoma, Arkansas, Texas and beyond, is seeking qualified candidates for the position of Chief Medical Officer (CMO). Successful candidates will need to be board certified/board eligible physicians with significant experience in hematology, transfusion medicine, cellular therapy or related fields. This position is ideal for visionary leaders who are also comfortable in a fast-paced, results-oriented professional environment. In this role, the CMO will lead multiple physicians and a large clinical staff and will guide multiple departments, encompassing, immunohematology (with hospital transfusion services responsibilities), therapeutic apheresis, cellular therapy, cord blood, "Be The Match" (registry and harvest), donor research, and other activities. If you are an outgoing, forward thinking doctor with these qualifications and are looking for a position that has direct impact on patient care and donor health we would like to hear from you. This is your opportunity to shape initiatives that will improve transfusion care, cell-based therapeutics, community health, and research infrastructure on regional, national and international levels. Visit [www.obi.org](http://www.obi.org) for a preview of your future. Please apply in confidence by emailing your CV to [joseph.mcneil@obi.org](mailto:joseph.mcneil@obi.org), or fax to (405) 278-3150.

**Immunohematology Reference Laboratory Specialist.** The Central California Blood Center, located in Fresno, is seeking an Immunohematology Reference Laboratory Clinical Laboratory expert. Full-time, Monday-Friday, day-shift and on call. This job includes but not limited to providing exceptional customer service to our hospitals by resolving intermediate to complex red cell antibody problems, finding compatible blood through local donor screening or networking with other blood centers IRBs and training and assessing other CLS to perform IRL testing. Additionally this job requires performance of other donor laboratory and component manufacturing tasks. The ideal candidate shall possess advanced IRL experience, great written and verbal communication skills, work expeditiously and utilize resources optimally to solve the complex patient cases. Strong working knowledge of pertinent safety, FDA regulations, and AABB standards is desired to insure regulatory compliance at all times. Qualified bachelor's degree and licensed in the state of California as a Clinical Lab Scientist, an SBB a plus. Competitive pay and Benefit package. EOE/M/F/VET/Disability. Please click [here](#) to apply.

**Area Representative (La Quinta, CA).** The essential element of the Area Representative position is to develop, maintain, and expand professional relationships with community businesses. Provide quality customer service with the goal of adding donations from new groups and increasing donations from existing groups. The Area Representative is responsible for all aspects of the Blood Drive recruitment process within an assigned territory. This includes, but is not limited to booking the drive, education, management, and coordination of the drive in cooperation with the assigned Representative or Chairperson of the Business or Organization. The ideal candidate will have a bachelor's degree (BA) in Business, Marketing, Public Relations, or related field preferred. Three to four years of direct experience in the Art of Persuasive Communication, with a strong background in Customer Service. Sales and Marketing experience is strongly preferred. Current California driver's license. For further information and to apply online please visit: [www.LStream.org](http://www.LStream.org). Must pass pre-employment background check, and drug screen. LifeStream is an Equal Opportunity Employer, M/F/D/V. LifeStream participates in the Federal government E-verify program to determine employment eligibility. The employer will consider qualified applicants with criminal histories in a manner consistent with the Los Angeles Fair Chance Initiative for Hiring.

**Recruitment and Retention Manager (Charlotte, N.C.)** Come apply your blood banking and recruitment management experience in one of the fastest growing and best cities to live in the country! Community Blood Center of the Carolinas is seeking an experienced and analytical professional for the Recruitment and Retention Manager position in Charlotte, NC. The position is responsible for the development and direction of programs related to recruitment and retention of blood drive sponsors and donors, in order to meet the needs of patients and hospitals in our region. This position works closely with the Director of Marketing, Recruitment and Collections to ensure efficient operation of both center and mobile whole blood, red cell, plasma and platelet collection. Supervisory, sales and data analytic skills, as well as blood bank experience highly preferred. Essential functions include, 1) implementing departmental and organizational goals by using planning and strategic agility as the foundation for successful results in meeting objectives; 2) ensuring that qualified and adequately trained personnel

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**POSITIONS** (continued from page 13)

are available, and that company personnel policies and standards are administered equitably and consistently; and 3) leading and managing group through further development and emphasis on team building concept. Incorporates integrity and trust within group through example of leadership. Applications should send a resume to Ben Pryor at [bpryor@cbcc.us](mailto:bpryor@cbcc.us) or apply online at [www.cbcc.us/careers](http://www.cbcc.us/careers).

**Senior Director-Donor Recruitment**, The Institute for Transfusion Medicine (ITxM), Pittsburgh, Pa. This Senior Director of Donor Recruitment is responsible for developing and directing the district blood center's strategic donor recruitment and marketing plan to achieve annual collection goals. The Senior Director Donor Recruitment is position is responsible for management oversight of the department including budget, staffing administration, and all mobile/fixed site recruitment. The Senior Director shall deliver the plans, resources and programs to achieve Collection Goals; identify and execute strategies for market development to increase blood collections; and maintain and build relationships with key decision makers and groups within the marketplace. The ideal candidate will have a Bachelor's degree (M.S. or M.B.A. preferred), five years of sales management experience and five years supervisory experience with the ability to travel (25+%). Competitive salary and excellent benefits. The Senior Director can work from our offices in Pittsburgh, PA, Richmond, VA or Chicago, IL. Candidates with sales experience working in Blood Bank Industry, Transfusion Services, Hospital Services & Health Care Industry are desired. Apply directly to our website for consideration [www.itxm.org](http://www.itxm.org).

**Phlebotomy Supervisor – Commercial Driver's License (CDL)**, The Institute for Transfusion Medicine (ITxM), Pittsburgh, Pa. The Phlebotomy Supervisor is responsible for daily on-site management of an assigned Mobile Unit or Community Donor Center (CDC) collection activities. The Float Supervisor functions in a leadership role coordinating, operating and evaluating blood drives and CDC's with Regional Manager. The Phlebotomy Supervisor provides back up support for screening and phlebotomy procedures, assists, coaches and monitors staff for compliance. The supervisor is responsible for monitoring technical compliance of all staff to ensure compliance and providing quality customer service. The ideal candidate must have Medical Assistant, Certified Medical Assistant, Registered Nurse, LPN, EMT, Phlebotomy certification or 1 year of phlebotomy experience, five years of relevant work experience, 1 year of supervisory or preceptor experience, and current CPR certification. Two years of experience in blood collections is preferred. Successful candidates must possess and maintain a valid Commercial Driver's License (CDL Class A or B). Must have one year CDL experience. Valid drivers' license and acceptable driving record consistent with company policy. Act 33/34/73 clearances

must be obtained within 30 days of the start of employment. Competitive salary and excellent benefits. Apply directly to our website for consideration [www.itxm.org](http://www.itxm.org).

**Bio Equipment Specialist**, Virginia Blood Services (ITxM), Richmond, Va. The Bio Equipment Specialist is responsible for the Mobiles and Community Donor Centers Operations quality control for equipment tracking and maintenance, and annual equipment calibration. The specialist maintains accurate records related to equipment maintenance and annual calibrations, performs scheduled quality control (QC) on all required donor services equipment, reagents and labels in an accurate and timely manner, performs validation procedures on newly acquired donor services equipment, and assists with the development of corresponding Standard Operating Procedures (SOPs). The incumbent reviews and maintains accurate and organized QC records on all required donor services equipment, keeps accurate spreadsheets of all equipment in donor services, and notifies management when cleanings/calibrations are due. The specialist repairs donor services equipment as required. Orders replacement parts as needed. Maintains accurate inventory of equipment parts. Maintains accurate servicing instructions in addition to service manuals, as needed. Maintains documentation of repair and returns repaired equipment back to operations in a timely manner. The ideal candidate must have a High School Diploma or equivalent. Two or four year technical degree preferred. Three years relevant work experience required. Three years equipment validation and maintenance experience preferred. Competitive hourly wage and excellent benefits. Apply directly to our website for consideration [www.itxm.org](http://www.itxm.org).

**Quality Assurance Director (Full Time)**. Houchin Community Blood Bank, located in Bakersfield, California, is recruiting for a full time Quality Assurance Director. Houchin is a community blood bank centrally located in California, serving Kern County for over 60 years. We operate in a state-of-the-art, three-year-old, 42,000 square foot facility. Under minimal direction, this position is responsible for the review of the quality systems and compliance in all areas of technical and clinical operations. Oversees staff participation in performance improvement initiatives, to include data and process analysis, and also serves as a resource to operations on quality issues. Successful candidates must have a bachelor's degree, along with certification as a Medical Technologist, Specialist in Blood Banking (SBB) by a recognized certifying agency, or RN licensure preferred. Five years of related experience in a regulated industry required, to include one to two years of supervisory experience and two to three years of experience in quality, regulatory, and/or auditing. Must have a participative management style, strong team development skills, coaching skills, and ability to lead and motivate senior level managers. Competitive salary, positive work environment, excellent benefits, including two retirement plans, and more. For

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**POSITIONS** (continued from page 14)

more information about our company, visit [www.hcbb.com](http://www.hcbb.com). Resumes can be emailed to [careers@hcbb.com](mailto:careers@hcbb.com).

**Medical Technologist, Reference Lab.** This position is responsible for performing all reference laboratory procedures, which requires a thorough understanding of immunohematology and the principles and properties of red cell antigens and antibodies, including problem solving abilities. A reference laboratory technologist will provide consultation to hospital clients and may be involved in training staff. Education/Experience: Bachelor's Degree from a four-year college or university; BS in medical technology preferred. One to two years related experience and/or training; or equivalent combination of education and experience. Minimum of 2 years of experience in blood bank including skill in antibody identification procedures is mandatory. MT (ASCP) certification, BB or SBB or eligible preferred. Knowledge or experience in flow cytometry preferred. The position is available immediately. Interested candidates must apply online at [communitybloodservices.org](http://communitybloodservices.org). For questions, call Monica Melendez at 201-389-0436.

**Medical Technologist, Technical Services.** Responsible for performing routine donor testing, utilizing automated lab instruments or equipment. Perform high complexity testing: platelet crossmatch and platelet antibody screen. Medical Technologist degree required. NYS license required. ASCP preferred. One to two years of experience in blood banking or chemistry preferred. The position is available immediately. Interested candidates must apply online at [communitybloodservices.org](http://communitybloodservices.org). For questions, call Monica Melendez at 201-389-0436.

**Quality & Regulatory Affairs Specialist.** The Stanford Blood Center is seeking a quality & regulatory affairs specialist. Under the general supervision of the Director of Quality and Regulatory Affairs, this position will perform the quality and regulatory affairs duties and responsibilities by reviewing department procedures, forms, training documents, product and equipment quality control (QC), change control processes, validations, and assist with development, as necessary. Develop, perform and report departmental, system audits, and safety inspections. Perform Good Manufacturing Practice (GMP) and safety training, trend analysis of events and quality indicators, root cause analysis, process improvement, corrective and preventive actions; maintain compliance by enforcing applicable regulations and standards set by regulatory agencies and submit appropriate reports, when required. Four year college degree and at least three years of blood banking experience with solid familiarity of cGMP in a manufacturing setup, AABB BB/TS Standards, and Title 21 of Code of Federal Regulations required. Must have exceptional attention to detail, able to exercise flexibility, and prioritize tasks; strong collaboration and effective communication skills both verbally and in writing, able to problem solve, analyze and evaluate complex

situations; work independently and initiate improvement ideas to enhance QRA program; proficient in Microsoft Office. Learn more [here](#), job #41357

**Lead Collections Trainer.** The Stanford Blood Center is seeking a Lead Collections Trainer. Under the general supervision of the Training Supervisor is responsible for the training of new and current Donor Services staff as required by each department, and all new and current Collections staff responsible for collecting whole blood and apheresis, blood donor evaluation and blood donor relations. Collaborate with department management to ensure all Donor Service new and current staff meeting training requirements and that training documentation is accurate and complete. Ability to work a 4/10 work schedule. Ability to be flexible with work schedule based on operational needs, including days, evenings and weekends is required. Schedule includes a rotating work cycle, from 5am to 10pm, Sunday through Saturday, with potential for daily changes in schedule and location. Four-year degree required. Two years of training, mentoring or presenting experience in a healthcare setting required. Previous supervisory experience desired. Blood donor collections at a blood center or direct patient care in a medical facility experience desired. Experience working as a trainer, phlebotomist, or charge nurse in a blood center preferred. California State Licensed Registered Nurse preferred. Must exemplify strict adherence to regulatory and government agency requirements. Must possess and keep current a Basic Life Support (BLS) for Healthcare Provider certification and valid noncommercial California Driver's License. To learn more, click [here](#), job #41319. ♦