



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

Visit ABC's Web site at: www.americasblood.org

2018 #11

March 30, 2018

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56th ABC Annual Meeting Examines Innovation and Expansion of Value-added Services in Changing Landscape of Transfusion Medicine

More than 150 professionals from ABC member blood centers and industry partners met in Scottsdale, Ariz. March 17th-19th at the Scottsdale Plaza Resort. During ABC's 56th Annual Meeting, hosted by Blood Systems, Inc., the ABC Board approved the adoption of a new mission and core values for the association. The new mission statement reflects the recent ABC realignment highlighting ABC's renewed focus on advocating on behalf of and bringing value to its member blood centers, "ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood components and recognize the continuous need for a safe and robust blood supply."

Moving forward ABC exists to, "advocate for laws and regulations recognizing the essential role that independent blood centers play in the healthcare 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."

The Opening Session of the Annual Meeting began with an industry and association overview from ABC President Martin Grable. He discussed the challenges facing all community blood centers: declining utilization, a decreasing donor base, and pressure to reduce healthcare costs. This confluence of factors led to ABC's realignment to focus on legislative, regulatory, and grassroots advocacy, as the association strives to bring more value and member engagement. Antoinette Gawin of Terumo BCT concluded the General Session by reinforcing that all organizations within the healthcare sector are facing a shift in value. This necessitates innovation, which can take on several forms, such as seeking "outside the box" partners to leverage their strengths in organizational differentiation and its value from competitors. The evening concluded with an outdoor networking reception for attendees.

The ABC Members Meeting featured a President's report from Mr. Grable. He noted that membership had voted to amend the association's bylaws to better reflect member interests including the appointment of a smaller new board, improved communications amongst industry partners to prevent overlap and redundancies, and a narrowed operational scope to focus on advocacy on behalf member blood centers. ABC CEO Kate Fry then provided advocacy updates in addition to briefing the members on the work of the ABC Public Policy Council. ABC's advocacy agenda consists of prioritizing blood donation as a national

(continued on page 2)



56th ANNUAL MEETING (continued from page 1)


imperative, establishing national partnerships to collaborate and leverage strengths to effect change, improve lines of communications with federal agencies, and reduce unnecessary and burdensome regulations. The work of the Public Policy Council will be shared with the ABC membership in the coming weeks. The session concluded with an open discussion on donor iron lead by ABC Chief Medical Officer Louis Katz, MD and Carter BloodCare's President and CEO Merlyn Sayers, MBBCh, PhD. All attendees had the opportunity to state their views and have questions answered, while hearing a diverse variety of viewpoints during a productive dialogue. The ABC Board and staff captured and compiled member feedback and is developing next steps along with the ABC Operational Assessment Group on Donor Iron. ABC will stay in constant communications with member blood centers to provide updates and developments.

Please Note: The ABC Annual Meeting will be reported on in two parts. The first (Opening Session and Members Meeting) will be in this issue. Part 2 (SMT Forum, Closing Session, and Awards of Excellence) will be covered next week. 💧

AMERICA'S BLOOD CENTERS'

Human Resources & Employee Training/Development Workshop

Dallas, TX – May 8-10, 2018



“ ABC is proud to offer this exclusive opportunity to bring both human resources and training and development professionals together in Dallas for a knowledge exchange of solutions to address the shared challenges faced by the blood community. These two disciplines play a critical role in the daily operations of community blood centers, and attendees will have the opportunity to share best practices and network, while learning from the experiences of their fellow peers and experts alike. ”


– Kate Fry, Executive Director, America's Blood Centers



HOTEL INFORMATION:
Fairmont Dallas
Hotel room rate: \$195 single/double occupancy

2018 WORKSHOP SCHEDULE
Employee Training/Development: May 8
Joint HR & Employee Training/Development: May 9
Human Resources: May 10

2018 WORKSHOP FEES (EARLY BIRD/REGULAR)
2-day registration: \$410/\$465
3-day registration: \$485/\$540

Sponsorship opportunities available. Contact Leslie Maundy at лмаundy@americasblood.org for details.



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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.

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America's Blood Centers®
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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 staff only, unless otherwise specified.

ABC Is Moving



ABC will have a new mailing address as of April 1st. Please update your records accordingly with our new address, 1717 K St., NW Suite 900 Washington, DC 20006. All telephone numbers will remain the same except the fax line will change to (202) 899-2621. Please contact [ABC Member Services](#) with any questions.

Human Resources and Training/Development Workshop Registration

ABC invites all human resources and training and development professionals to [register](#) for the 2018 ABC Human Resources and Training/Development Workshop in Dallas, Texas May 8th – 10th at the [Fairmont Dallas](#). Attendees will have the opportunity to discuss industry challenges and trends with their peers and partake in joint sessions that will explore the current state of the blood industry, critical thinking skills, and disaster training/preparedness. View the workshop schedule [here](#). Time will also be devoted for separate sessions focusing on hot topics specific to each discipline such as Human Resources as a Business Partner, Intermittent FMLA/ADA/LOA, Training Video Production, and Mobile Learning/Micro-Learning. HRCI and P.A.C.E. credits will be offered. Please contact [Leslie Maundy](#) for additional details and sponsorship opportunities. Registration rates are below:

- 3-day HR/TD Workshop (Tue-Thu) \$540
- 2-day Training & Development (Tue-Wed) \$465
- 2-day Human Resources (Wed-Thu) \$465

(Source: [MCN 18-011](#)) ♦

RESEARCH IN BRIEF

Sustainable access to safe, adequate and affordable blood in the developing world? Two conference reports in *Transfusion* describe findings and recommendations developed during the International Blood Safety Forum (co-sponsored by Global Healing and America's Blood Centers in March 2017) and an April 2017 workshop sponsored by the National Heart, Lung, and Blood Institute's Division of Blood Diseases and Resources, and Center for Translation Research and Implementation Science. Common themes applicable to resource-challenged areas included the need to overcome barriers to the provision of safe blood and to promote and implement region-specific mechanisms for establishing sustainable blood banking systems. The critical roles of local expertise, implementation science, and public-private partnerships were emphasized in the conclusions of both initiatives.

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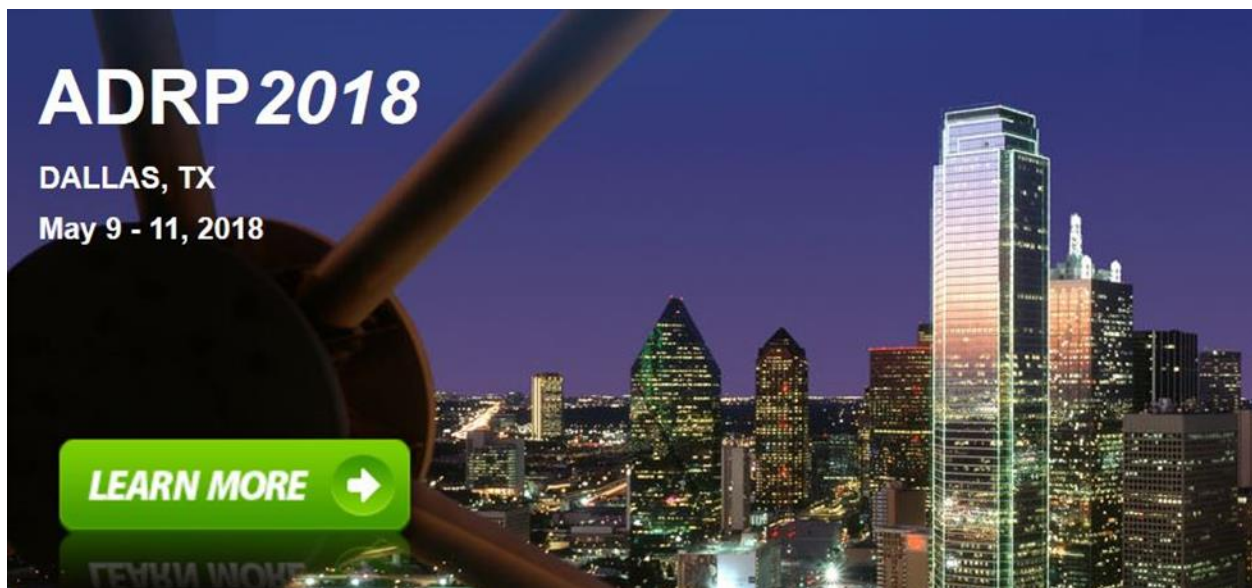
RESEARCH IN BRIEF (continued from page 3)

Citations: Katz, L.M., Donnelly, J.J., Gresens, C.J. *et al.* Report of a workshop on ensuring sustainable access to safe blood in developing countries: International Blood Safety Forum. 2017. *Transfusion*. 2018. [doi:10.1111/trf.14591](https://doi.org/10.1111/trf.14591).

Custer, B., Zou, S., Glynn, S.A. *et al.* Addressing gaps in international blood availability and transfusion safety in low- and middle-income countries: a NHLBI workshop. *Transfusion*. 2018. [doi:10.1111/trf.14598](https://doi.org/10.1111/trf.14598).

Just when you thought it was safe to go back into the water. While large, randomized, controlled studies in specific populations have been unable to demonstrate harm from the transfusion of “older” RBC units (i.e., units nearing their outdate) compared to “fresher” units, a mouse study now raises the question of whether the storage age of blood matters in cases of massive transfusion. In a murine model of traumatic bleeding followed by 1:1 resuscitation with red blood cells (RBCs) and plasma, mortality and lung injury from an induced form of bacterial pneumonia were increased in association with the transfusion of “stored” (i.e. 14-day-old) versus “fresh” (i.e., day = 0) RBCs. Mechanistic studies suggest a role for free heme in this finding, given that the harmful effect was negated following removal of the free heme contained within stored RBCs accomplished by several means. At the recent Scientific, Medical, and Technical Forum during the 56th ABC Annual Meeting, John Holcomb, MD, a professor of Surgery at University of Texas Health, suggested that past trauma studies (e.g., Pragmatic, Randomized Optimal Platelet and Plasma Ratios (PROPPR)) were being analyzed for similar age-dependent adverse impacts during the massive transfusion of human patients.

Citation: Wagener, B.M., Hu, P.J., Oh, J-Y. *et al.* Role of heme in lung bacterial infection after trauma hemorrhage and stored red blood cell transfusion: A preclinical experimental study. *PLOS Medicine*. 2018. <https://doi.org/10.1371/journal.pmed.1002522>.



Pathogen-reduced and untreated platelets compared for hemostatic efficacy in a randomized, controlled trial from France. In a multicenter noninferiority study, 790 patients with hematologic malignancy and thrombocytopenia were randomized to receive amotosalen-ultraviolet A pathogen-reduced (PR), non-gamma-irradiated platelets in additive solution vs. untreated, gamma-irradiated platelets in either additive

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RESEARCH IN BRIEF (continued from page 4)

solution or plasma. According to World Health Organization criteria for the grading of bleeding, the proportions (and 95 percent confidence intervals) of patients with grade 2 or higher bleeding were 47.9 percent (41.9–54.0), 43.5 percent (37.5–49.5), and 45.3 percent (39.3–51.3) using PR-treated platelets in additive solution, standard platelets in plasma, and standard platelets in additive solution respectively. Non-inferiority was not achieved when comparing PR-treated platelets to standard platelets stored in plasma, but was observed when comparing PR-treated platelets to standard platelets in additive solution. For more severe bleeding (grades 3–4), the three treatment arms were comparable. The authors concluded by stating: “[a]lthough the hemostatic efficacy of pathogen-reduced platelets in thrombopenic patients with hematologic malignancies was noninferior to platelets in additive solution, such noninferiority was not achieved when comparing pathogen-reduced platelets with platelets in plasma.” PR-treated platelets stored in plasma were not included in this study.

Citation: Garban, F., Guyard, A., Labussiere, H. *et al.* Comparison of the hemostatic efficacy of pathogen-reduced platelets vs untreated platelets in patients with thrombocytopenia and malignant hematologic diseases: A randomized clinical trial. *JAMA Oncology*. 2018. [doi:10.1001/jamaoncol.2017.5123](https://doi.org/10.1001/jamaoncol.2017.5123). ♦

RECENT REVIEWS

Recent reviews: Where to take hepatitis C virus(HCV) research in an era of very high cure rates with direct acting antiviral agents. A group of international public health authorities recognizes the promise of and barriers to eradication of HCV infection (once the common and predominant cause of post-transfusion hepatitis) using currently available drugs known as direct-acting antivirals (DAAs). The promise of DAAs is their incredible efficacy (≥ 95 percent cure rates, even in the face of cirrhosis); their barriers include their high cost, the difficulty of identifying all treatable HCV-infected individuals, and the lack of sterilizing immunity (that leaves HCV-cured individuals with continued exposure at risk for reinfection). The authors conclude that eradication of this virus is unlikely without an effective vaccine. Thus they advocate for the continued, robust support of HCV research. HCV continues to infect at least 71-million people worldwide and kill on the order of 400,000 each year contrary to the belief that DAAs have rendered HCV “of little remaining medical relevance.”

Citation: Bartenschlager, R., Baumert, T.F., Bukh, J. *et al.* Critical challenges and emerging opportunities in hepatitis C virus research in an era of potent antiviral therapy: Considerations for scientists and funding agencies. *Virus Research*. 2018. <https://doi.org/10.1016/j.virusres.2018.02.016>. ♦

BRIEFLY NOTED

The California Department of Public Health (CDPH) recently notified Blood Centers of California (BCC), an alliance of 12 non-profit blood centers within the state, that their petition to initiate the rulemaking process that would allow registered nurses to cover blood drives via telehealth in the absence of a qualified physician has been granted. BCC recommended, “[t]he employee placed in charge, in the absence of a qualified physician must be a registered nurse. The Registered nurse shall be available for consultation via the telephone, audio/video – real time chat (synchronous) or other electronic means.” The decision to amend the California Code of Regulations follows a November 2017 public hearing in which CDPH heard testimony from BCC and were presented with evidence on donor reactions, along with statements supporting BCC’s position from registered nurses across the country that donor safety is not compromised in areas where registered nurses are not required to be physically present. Additionally,

(continued on page 6)



BRIEFLY NOTED (continued from page 5)

several members of the blood community, including ABC, sent [letters](#) of support for BCC prior to the hearing. CDPH stated in its letter to BCC that the Department may focus “on the acuity of donor adverse events” and “the actual mechanisms of telehealth processes where no data was provided during the petition consideration process.”

(Source: California Department of Health Letter, 3/13/18) 💧

REGULATORY NEWS

Department of Health and Human Services (HHS) Secretary Alex Azar named Robert Redfield, MD, director of the Centers for Disease Control and Prevention (CDC). Dr. Redfield has previously served as founding director of the Department of Retroviral Research within the military’s HIV Research Program. He cofounded the Institute of Human Virology at the University of Maryland. He served for 20 years in the U.S. Army Medical Corps. “Dr. Redfield has dedicated his entire life to promoting public health and providing compassionate care to his patients, and we are proud to welcome him as director of the world’s premier epidemiological agency,” said Secretary Azar in a March 21st [statement](#). “Dr. Redfield’s scientific and clinical background is peerless: As just one example, during his two-decade tenure at Walter Reed Army Institute of Research, he made pioneering contributions to advance our understanding of HIV/AIDS. His more recent work running a treatment network in Baltimore for HIV and Hepatitis C patients also prepares him to hit the ground running on one of HHS and CDC’s top priorities, combating the opioid epidemic.” He becomes the 18th CDC Director. “There are no shortage of public health issues on the horizon, and we look forward to having a new partner in our efforts to deliver for the American people,” said House Energy and Commerce Committee Chair Greg Walden (R-Ore.) and Health Subcommittee Chair Michael Burgess, MD (R-Texas) in a news [release](#). “In particular, we are at a critical juncture when it comes to combating the opioid crisis. Working with Dr. Redfield, we aim to advance meaningful reforms that can help stem the tide and provide the necessary resources to those struggling with addiction.”

(Sources: HHS [Statement](#), 3/21/18; House Energy and Commerce Committee News [Release](#), 3/21/18)

The U.S. Food and Drug Administration (FDA) Center for Biologics Evaluation and Research (CBER) has [posted](#) the position of Director at the Office of Blood Research and Review (OBRR). The position will lead “planning, development, and administration of the Office's broad national programs and operational activities, providing leadership and technical direction in the execution of programs and the day-to-day management of OBRR activities.” Applications are being accepted through April 30th. Additional information about the position including how to apply is available on the FDA [website](#).

(CBER [Announcement](#), 3/23/18)

The FDA’s 2018 Center for Biologics Evaluation Research Science Symposium will take place on June 25th-26th in Silver Spring, M.D. The symposium will cover regulations of biologics and will “highlight” science contributions of CBER and how research drives regulatory decision making. Those interested will find more information [here](#). A webcast of the public symposium will be available. Individuals must [register](#) to access the live webcast. A [recording](#) will be available.

(Source: FDA [Announcement](#), 3/27/18) 💧




COMPANY NEWS

Haemonetics Corporation recently issued a voluntary recall of specified lots of its Acrodose PLus and PL Systems (codes 732-82, 732-83, and 732-86). The recall follows reports to Haemonetics of “low pH readings for platelets stored in the CLX HP bag in certain lots of the Acrodose PLus and PL systems” and “a yellow discoloration of the storage bag” in some cases. Haemonetics is asking customers that received the affected products to discontinue its use and return unused product via the Return Material Authorization Process and will contact customers regarding their options. ABC and Blood Centers of America, Inc. are coordinating with members to assess the impact and what needs to be done during the interval when new lots are not available, to assure an adequate blood supply.

(Haemonetics Letter, 3/18/18) 💧

Learn • Grow • Lead Shed Light on Your Future



This Month's Featured API Resources

- 1. Jerry Haarmann Leadership Program**
Six courses on leading teams

“This course gave me many ideas on how to work with the team in my department as well as working with other teams outside my department.”

- API pilot participant
- 2. Strategic Leadership Program**
Six courses on change management and communication challenges

Effective Leadership: How Do You Rate?

Check your leadership effectiveness by answering yes or no to the following questions:

- Do you know exactly what you want employees to understand, think, and do in response to your communications?
- Are trust and commitment part of your team's DNA?
- Do you know what motivates your employees?



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GLOBAL NEWS

The World Health Organization (WHO) recently announced the theme for World Blood Donor Day celebrated annually on June 14th. World Blood Donor Day is recognized by blood centers around the world to thank regular blood donors and to raise the awareness of the need for voluntary donors. WHO announced this year's campaign is titled "Be there for someone else. Give Blood. Share life." It will focus on sharing the stories of blood recipients as a source of motivation and call to action for blood donors. Additionally, it "highlights the fundamental human values of altruism, respect, empathy and kindness which underline and sustain voluntary unpaid blood donation systems." This year's host nation is Greece. More information about the campaign can be accessed on the WHO [website](#).

(Source: WHO World Blood Donor Day [page](#), 3/27/18)



Twelve nations have pledged more than \$15 million dollars in support of the WHO's Contingency Fund of Emergencies (CFE). The fund is used to combat infectious disease outbreaks and humanitarian health crises. The CFE can release funds in 24 hours and was recently used during the Ebola crisis. "In 2017, the CFE provided nearly \$21 million for operations in 23 countries, with most allocations released within 24 hours," according to the news [release](#). "Over half (56 percent) of allocations funded responses in the WHO Africa region, with 28 percent going to responses in countries in the WHO Eastern Mediterranean Region and 11 percent to the South East Asia Region." The contributing nations are Canada, Denmark, Estonia, Germany, the Republic of Korea, Kuwait, Luxembourg, Malta, Netherlands, Norway, and the United Kingdom of Great Britain and Northern Ireland.

(Source: World Health Organization News [Release](#), 3/30/18) ◆

WORD IN WASHINGTON

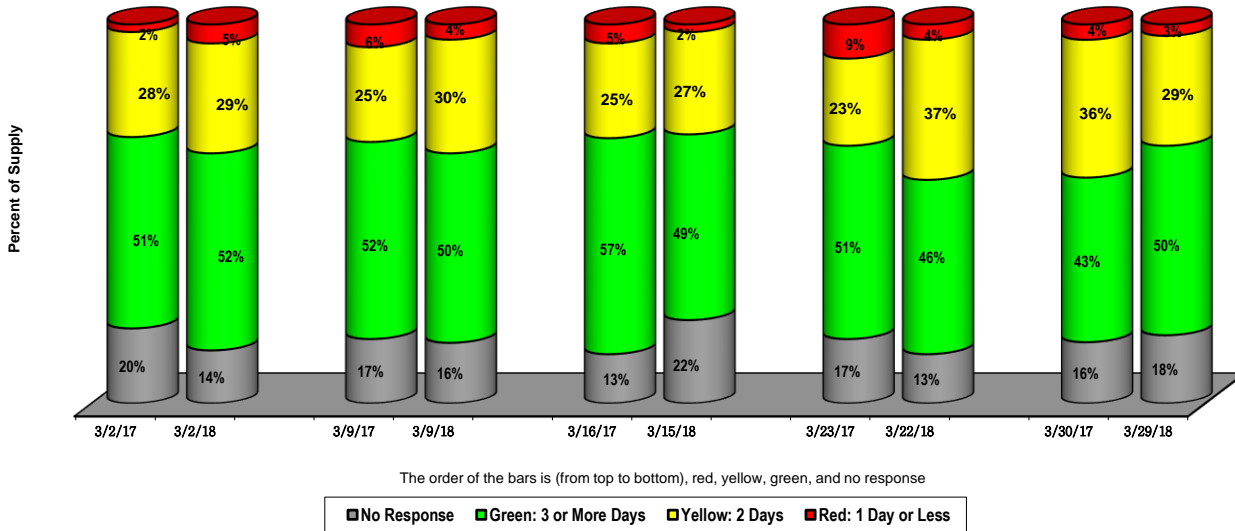
President Trump signed a \$1.3 trillion omnibus spending bill funding the federal government passed by Congress last week. The bill received bipartisan support. Included in the bill are funding increases for the Centers for Disease Control and Prevention (CDC) and programs within the jurisdiction of the Office of the Assistant Secretary for Preparedness and Response. The CDC specifically received a \$10 million bump from last year with \$670 million allocated for Public Health Emergency Grants and an additional \$35 million for the National Stockpile. The Bioshield Special Reserve Fund increased by \$200 million to \$710 million. Biomedical Advanced Research and Development Authority (BARDA) will get just over \$536 million (up from \$511 million in 2017), while pandemic flu funding increased nearly fivefold up to \$250 million. An additional \$50 million will be provided to continue CDC's global health security work, and earmarked funds for CDC biosafety level 4 lab. The Kaiser Family Foundation has published an [analysis](#) of the 2018 omnibus bill as it relates to global health funding. ◆

We Welcome Your Letters

The ABC Newsletter welcomes letters from its readers on any blood-related topic that might be of interest to ABC members. Letters should be kept relatively short and to the point, preferably about a topic that has recently been covered in the ABC Newsletter. Letters are subject to editing for brevity and good taste. Please send letters to the Editor at newsletter@americasblood.org or fax them to (202) 393-1282. Please include your correct title and organization as well as your phone number. The deadline for letters is Wednesday to make it into the next newsletter.



STOPLIGHT®: Status of America’s Blood Centers’ Blood Supply



Daily updates are available at:

www.AmericasBlood.org



AMERICA'S BLOOD CENTERS'
56TH SUMMER MEETING
 July 30 – August 2, 2018 Montréal, QC

2018 SUMMER MEETING SCHEDULE

- | | |
|----------------------------|---|
| Monday, July 30 | ABC Board Meeting |
| Tuesday, July 31 | Medical Directors Workshop |
| Wednesday, August 1 | SMT Forum
Business Forum
Host Event by Héma-Québec (off-site) |
| Thursday, August 2 | ABC Members Meeting |

Hotel Information

Hotel Omni Mont-Royal
 Hotel room rate: \$234 (CAD) + tax

For registration information, visit http://bit.ly/abc_summer_meeting.

For sponsorship opportunities, please contact Leslie Maundy at lmaundy@americasblood.org

All of us at Héma-Québec look forward to hosting our ABC colleagues, family and friends at the 2018 ABC Summer Meeting in Montréal. A striking union of European charm and North American attitude, Montréal seduces visitors with a harmonious pairing of the historic and the new, from exquisite architecture to fine dining. We hope you can take the opportunity to see what Montréal has to offer and discover its many colorful and vibrant neighborhoods which overflow with markets, museums, boutiques, restaurants and local cafés—diverse expressions of the inhabitants "joie de vivre."



– Luc Vermeersch,
 Acting Chief Executive Officer
 and Vice-President, Finance
 and Strategic Project Management



America's Blood Centers®
 It's About *Life*.



PEOPLE

ABC Chief Medical Officer **Louis Katz MD** was recently awarded the inaugural Project of the Quad-Cities Advocacy Award, which will also bear his name moving forward. The honor recognizes his contributions treating patients during the AIDS epidemic in the 1980s and forward. “He was the pioneer in the Quad-City area when it came to responding to the HIV epidemic,” said Andrea Merrick, executive director of the Project to the *Quad-City Times*. “He led with the human component first. When very little was known about the disease, he said, ‘Let’s learn more about this.’ And it made a difference.” More than 45 of Dr. Katz’s former patients were in attendance to see him honored. Project of the Quad Cities is a non-profit serving individuals impacted by HIV or AIDS.



(*Quad-City Times*, [Dr. Louis Katz honored by Project of the Quad-Cities](#), 3/14/18) ♦

CALENDAR

Note to subscribers: Submissions for a free listing in this calendar (published in the last issue of each month) are welcome. Send information to Leslie Maundy by e-mail (lmaundy@americasblood.org) or by fax to (202) 393-1282. (For a more detailed announcement in the weekly “Meetings” section of the newsletter, please include program information.)

2018

Apr. 16. **FDA Public Meeting “Evaluating Inclusion and Exclusion Criteria in Clinical Trials,”** Washington, DC. More details available [here](#).

Apr. 17-18. **51st Annual Meeting, Heart of America Association of Blood Banks,** North Kansas City, MO. More details available [here](#).

Apr. 24-25. **International Consensus Conference “Patient Blood Management,”** Frankfurt, Germany. More details available [here](#).

May 8-10. **ABC Human Resources & Training/Development Workshop, America’s Blood Centers,** Dallas, Texas. More details available [here](#).

May 9-11. **ADRP Conference & Expo.,** Dallas, Texas. More details available [here](#).

May 15. **2018 NJABBP Spring Seminar & Annual Conference,** Woodbridge, NJ. [Join](#) NJABBP by March 15th to be eligible to receive benefits. More details available [here](#).

May 16-17. **IPFA/PEI 25th Workshop on “Surveillance and Screening of Blood-borne Pathogens,”** Athens, Greece. More details available [here](#).

June 25-26. **FDA 2018 Center for Biologics Evaluation Research Science Symposium,** Silver Spring, MD. More details available [here](#).

Sept. 5-7. **3rd European Conference on Donor Health and Management,** Copenhagen, Denmark. More details available [here](#).

Sept. 12. **8th Annual Symposium Red Cell Genotyping 2018: Patient Care,** Bethesda, MD. More details available [here](#).

Sept. 28. **36th Annual Immunohematology and Blood Transfusion Symposium,** Bethesda, MD. More details available [here](#). ♦

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.

POSITIONS

Director, Hospital Services. The Blood Connection (Greenville, SC) seeks qualified applicants for its Director of Hospital Services position in Eastern North Carolina. This position will provide administrative support, technical guidance, and supervision to Hospital Services personnel. Must possess a broad knowledge of procedures routinely performed in the donor-testing laboratory, component processing and distribution and a working knowledge of all procedures performed. The job primarily involves the application of this knowledge through the supervision of staff as well as the performance of analytical related tasks, solution of testing problems, and the continued development of operational skills through daily workload responsibilities. High school diploma or technical or vocational school (four years) plus up to two years of specialty training OR up to two years of college. Associates degree MLT, BSMT (ASCP), or BS/BA in biological science strongly preferred. Licensure/Certification Requirements: ASCP certification required for associate level degree (MLT) Experience Requirements: Two years related supervisory experience, extensive blood banking and transfusion service experience strongly preferred, including three to four years in a technical or laboratory setting. Work experience in a regulated environment (FDA, AABB, CLIA): strongly preferred. Blood center experience preferred. The Blood Connection (TBC) is an Equal Opportunity Employer. EEO/Minority/Female/Disability/Vets. To apply, please go to <http://thebloodconnection.org/verify/>.

Director, Donor Resources. The Blood Connection (Greenville, SC) seeks qualified applicants for its Director of Donor Resources position in Eastern North Carolina. This position directs the Donor Resources Department in activities related to donor recruitment efforts. This position is responsible for engaging in TBCs visibility and community outreach through various recruiting, public relations and communication efforts. This position will plan and implement effective strategies to recruit and retain and manage sponsor organizations and relationships to achieve established blood collection goals. This position is responsible for managing all staff assigned to the recruitment department to oversee their production and relation efforts. The Director of Donor Resources will represent TBC as a role model that positively reflects the values, ethics and culture of the organization. The position requires the ability to handle difficult situations and ways to arrive at an agreement amongst diverse groups of stakeholders. Bachelor's degree required. Minimum of

three (3) years managerial responsibility in public relations, marketing or sales or five (5) years of technical experience in sales or marketing-related role. The Blood Connection (TBC) is an Equal Opportunity Employer. EEO/Minority/Female/Disability/Vets. To apply please go to <http://thebloodconnection.org/verify/>.

Director, Donor Services. The Blood Connection (Greenville, SC) seeks qualified applicants for its Director of Donor Services position in Eastern North Carolina. This position Provides leadership, administrative guidance and direction to staff of the Donor Services Department. Proficient in: Preparing and monitoring budgets, planning, organizing, leading and controlling departmental operations, goal setting, disciplining, counseling, and communication with patients or donors who have problems. The ability to perform statistical analysis to track and trend pertinent data, oversight of current good manufacturing practices (cGMPs), and current good tissue practices (cGTPs) and the effectiveness and efficiency of the Donor Services department. Experience requirements: Bachelor's degree required. Four (4) or more years' experience in blood banking preferred or at least three (3) years in a healthcare management position. Licensure/Certification Requirements: Registered Nurse certification and license. The Blood Connection (TBC) is an Equal Opportunity Employer. EEO/Minority/Female/Disability/Vets. To apply please go to <http://thebloodconnection.org/verify/>.

Blood Center Professionals. OneBlood is looking for individuals that want to learn, grow and establish a career path. Be part of a team that supports the community and hospitals by executing blood drives at community, promotional, and corporate events. We provide paid training for Donor Services and Recruitment staff. We offer competitive salary, shift differential for weekend schedules (Friday-Sunday), mileage reimbursement, medical benefits, dental, vision and a retirement plan. Position requirements: flexible schedule, morning, afternoon and evening schedules, weekends and holidays, working indoor/outdoors. Supporting Recruitment and Collections department we have available positions as: Donor Services Specialist (Phlebotomists), Blood Donation Recruiter, Senior Sales Associate and Territory Account Representative. In Dade/Broward County, Lantana,

(continued on page 12)

POSITIONS (continued from page 11)

Lakeland FL, Orlando and Tampa/St. Pete. Some positions require the use of personal transportation and a valid driver's license. Interested candidates please apply via our website www.oneblood.org/careers. OneBlood is an equal opportunity employer.

Division Director. Hoxworth Blood Center seeks a Division Director to direct operations of the Components & Distribution, Immunohematology Reference, and Donor Testing laboratories. This individual will streamline workflow, increase efficiency while increasing Hoxworth's ability to deliver existing and new products and services. Primary responsibilities: Eliminate inefficient processes; Provide weekly order fulfillment, TAT data; Reduce products lost (waste) in manufacturing; Ensure test results are uploaded and product labeling is completed by 8 a.m.; Resource share \$650,000 in products end of first year; Increase recovered plasma sold; Support Donor Recruitment, Donor Operations to implement Source Plasma; and Resource share \$650,000 in products first year. Requirements: MT (ASCP) SBB Certified or master's degree in Immunohematology; or bachelor's degree with seven (7) years of experience; or associates degree with nine (9) years of experience. Degree must be in science. Experience requires at least five years supervision. Apply [here](#). 💧