



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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## CDC Concludes Zika Virus Is the Cause of Microcephaly and Other Birth Defects

The specter of transfusion-transmitted Zika virus (ZIKV) infection, a mosquito-borne viral disease similar to dengue virus, has been of great concern to the blood community in the face of a large, rapidly spreading epidemic in the Americas. A major driver of concern has been that ZIKV has been suspected of causing a Brazilian epidemic of microcephaly, a severe neurodevelopmental abnormality in fetuses and infants, based initially on the colocation in time and space of the two outbreaks. Other lines of evidence have accumulated in the past several weeks and months and the U.S. Centers for Disease Control and Prevention (CDC) has determined that a causal link exists between ZIKV and such defects in a special report appearing in [The New England Journal of Medicine](#).

The authors have reviewed available literature on the association of the viral infection and microcephaly using two sets of pre-specified evidence criteria (the Shepard's criteria for proof of human teratogenicity and the Bradford Hill criteria for evidence of causation). According to the report, investigators "conclude[d] that a causal relationship exists between prenatal Zika virus infection and microcephaly and other serious brain anomalies. Evidence that was used to support this relationship included Zika virus infection at times during prenatal development that were consistent with the defects observed; a specific, rare clinical phenotype involving microcephaly and associated brain anomalies in fetuses or infants with presumed or confirmed congenital Zika virus infection; and data that strongly support biologic plausibility, including the identification of Zika virus in the brain tissue of affected fetuses and infants." The report also cites the absence of an alternative explanation for the observed events. The authors' findings should drive improved communications and public health guidance about preventive efforts, vaccine development, and research prioritization.

The Food & Drug Administration (FDA) issued a [final guidance](#) aimed at reducing the risk of transmitting ZIKV by transfusion on Feb. 16, which recommended suspending the collection of blood products in areas with local transmission ZIKV. Earlier this month, the FDA and Roche Molecular Systems [announced](#) the availability of a polymerase chain reaction-based donor screening assay under an Investigational New Drug application. They noted that the guidance allows establishments in areas with active ZIKV transmission to collect locally if a licensed or

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## OUR SPACE

ABC Chief Medical Officer Louis Katz, MD

### Opportunity is Knocking – Prepare for the Future before It's Too Late!

Is your medical director threatening to retire? He or she doesn't care about finance or human resources? Tired of worrying about where we will find the next generation of medical leadership at blood centers? Docs, are you looking for a skill set to advance your career in blood banking? Have I got a deal for you!

Rachelle Fondaw, director of Education and Grants at ABC, is collaborating with an international cast of education professionals from the Alliance of Blood Operators (ABO) to author a (largely) web-based Medical Leadership Program to support the development of (our) future medical leaders. The project has grown out of a preparatory research initiative commissioned by ABO outlining the leadership competencies needed by a successful chief medical officer. This program can accommodate only 25 delegates from ABO members, so you need to get in on the ground floor.

The program's mission is to allow interested physicians to enhance their leadership skills to become potential successors for the medical director or chief medical officer role in their respective organizations. The foci will be managing one's self, leading others, and leading strategically. Delegates are to be sponsored by their manager and blood center, and leadership at the sponsoring center will be expected to provide mentoring. The program will kick off with a (mandatory) three-day face-to-face workshop Oct. 26-28 (attached to this year's AAB meeting in Orlando) and continue for nine months (June 2017) with 16 webinar modules of 2-2.5 hours each on topics identified by the preparatory research. The cumulative training commitment is five days of live webinars and one three-day face-to-face workshop. Candidates should have the support of their CEOs prior to applying.

The ABO Medical Leadership program summary and candidate application form are available on the [ABC member site](#), including costs, expectations, and timelines. Applications must be submitted by May 20, and delegates will be confirmed by mid-June or early July. In addition to supporting this Medical Leadership program, Ms. Fondaw is also building ABC's leadership certificate program intended to develop leaders throughout the organization. She will be sending a short survey to understand which leadership topics are most relevant to our member's organizations. We look forward to the survey results and receiving candidate applications as ABC continues to build programs that support the growth of our members and the stability of the blood supply. Contact [Dr. Katz](#) or [Ms. Fondaw](#) with questions.

[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: Susan Rossmann  
 CEO: Christine S. Zambricki  
 ABC Publications Editor: Mack Benton  
 Subscriptions Manager: Leslie Maundy  
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Send subscription queries to  
[lmaundy@americasblood.org](mailto:lmaundy@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).

CDC Concludes Zika Causes Microcephaly (continued from page 1)

investigational test for screening donated blood is available. Congress has also been asked for \$1.9 billion dollars by the President and his administration in response to ZIKV to prepare locally and assist other areas that have been hit by the epidemic.

Citation: Rasmussen SA, Jamieson DJ, Honein MA, Peterson LR. Zika virus and birth defects — reviewing the evidence for causality. *New England Journal of Medicine*. 2016. DOI: 10.1056/NEJMSr1604338. ♦



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**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 the ABC Publications Editor 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.



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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.*

### **Letters from ABC Future Leaders Scholarship Recipients**

In 2013, America's Blood Centers launched the ABC Specialty Workshop Scholarships Program, made possible by a grant from the Foundation for America's Blood Centers. This program continues to provide scholarships to professionals from ABC's member blood centers to supplement the costs for attendance.

A new Future Leaders scholarship category was added in time for ABC's Annual Meeting last month in Jacksonville, Fla. from March 12 to 14. This new category is intended to support additional member participation in ABC's annual and summer meetings. Below are excerpts from letters to the editor from ABC members who received an ABC Future Leaders scholarship.

*"... As both a medical technologist and a hospital customer service liaison, I gained valuable knowledge in attending both the Blood Center Leadership and SMT Forum. As you know, supply chain has changed the way we do business, but it does not have to change the 'way' we deliver our products and services. While all of us are vulnerable during difficult times, we must continue to embrace innovative technologies as they become available in the industry. I felt that the pathogen reduction, strategies for diversifying revenue, and the pharmaceutical presentations all encourage us to do just that.*

*I also appreciated the Stored Blood is OK and Granulocyte presentations. Having the awareness of scientific studies brings value and shows expertise when communicating with the hospital customer.*

*With the generous support of the scholarship program, we can take knowledge gained towards developing programs that demand innovation and prepare us to adjust our business models while maintaining our promise to the community to save lives by making transfusion possible."* – **Veronica Moore, Director of Hospital Relations, Carter BloodCare**

*"The ABC 2016 Annual Meeting was a wonderful experience...The topics discussed were informative, current, and enlightening to particular aspects of blood banking that will prove impactful to the overall operation, efficiency, and safety of our lab and blood products. The discussions on Pathogen Reduction were especially fruitful, and aided in my garnering a better understanding and heightened anticipation for what is in store. The networking opportunities were prevalent and the overall atmosphere was a blend of camaraderie, stimulating conversation, a shared intent, and informative presentations and discussions. My interactions with the attendees have enabled me to make connections with industry leaders that will further advance my knowledge and skill as a supervisor...Thank you again for the scholarship to attend the ABC 2016 Annual Meeting, I am sincerely grateful for the opportunity."* – **Meredith Lummer, Components Lab Supervisor, Community Blood Services**

*"...Each session I attended provided me with information that I could utilize related to current topics, regulations, changes, and challenges that we are facing at our center each and every day. I appreciate the knowledge that the presenters had on their subject...The meeting also provided me with the opportunity to meet in person (it's always nice when you can put a face with a name) those who I have heard by name only. This opportunity to network and meet those who I was familiar with along with meeting new contacts in our industry is invaluable. The opportunity to gain knowledge from other's experiences from challenges*

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### INSIDE ABC (continued from page 4)

*that we face each and every day can add so much and we become a valuable resource to each other...I want to thank America's Blood Center's and to the Foundation for America's Blood Centers for providing the grant for this scholarship..."* – **Kathy Mullins, Manager, Hospital Services, Blood Bank of Delmarva**

*"Thank you to the America's Blood Centers API Scholarship Program for granting me the privilege of attending 2016 ABC Conference in Jacksonville, Florida... This experience met all my expectations and more. It was astonishing to learn all the new innovations taking place in the blood banking industry. The topics reviewed during this year's meeting were highly valuable and current. The newest hot topic of Zika virus, and pathogen reduction implementation were discussed and very informative. I am excited to share all the new updates that I have learned with my team and managers...My overall experience with this meeting was an unforgettable one."* – **Gabriela Garcia, Manager, Neighborhood Donor Center, Gulf Coast Regional Blood Center.**

*"I would like to first take this opportunity to show my gratitude to America's Blood Centers for the honor of receiving the scholarship to attend the 2016 Annual Meeting...I felt that the speakers truly brought a new perspective to their topics and especially enjoyed the topic of pathogen reduction...The discussion on the effects of donating and mitigation of iron depletion also caught my attention, as the safety of both the donor and recipient is of the utmost importance to our blood center...The opportunity to network with other blood center employees and CEOs was also a highlight of the trip for me. I am currently furthering my education in business communications, and fully took advantage of listening to what the individuals that I got to meet had to say about where their centers are, and what they hope to see in the future of the industry."* – **Jennifer Linder, Apheresis Tech 2, Gulf Coast Regional Blood Center**

### **ABC's Got Talent Competition Winner Enjoys Northern California**

Last March during the first-ever ABC's Got Talent competition at the 18<sup>th</sup> Annual Awards of Excellence, Emily Shenk-DeMay, the manager of Corporate Administration at Mississippi Valley Regional Blood Center, took home the grand prize. Her reward was a two-night trip to Napa Valley, Calif. for two, after impressing the audience with a stirring acapella rendition of "God Bless America," set to an emotional video about her experience as a blood recipient during a ruptured ectopic pregnancy in 2013 and her dedication to blood donation.



John DeMay and Emily Shenk-DeMay enjoy San Francisco.

Ms. Shenk-DeMay recently got the opportunity to relax and enjoy her Northern California reward. "We had an amazing trip! I can't say thank you enough to the Foundation for America's Blood Centers (FABC) for the wonderful trip," said Ms. Shenk DeMay.

"Napa Valley was beautiful, and the wine and food were incredible!" In addition to the beautiful Napa scenery, great food, and wine, other highlights of the trip also included a drive to San Francisco along the legendary Highway 1, with its spectacular views, along with stops at many of the areas famous sights such as the Golden Gate Bridge, Lombard Street, and the iconic trolleys.

Thanks to performances, fundraising efforts by Ms. Shenk-DeMay and the other contestants, sponsors, attendees, and all the generous contributions of FABC's supporters, the competition raised more than \$31,000. 💧



### Upcoming ABC Webinars – Don't Miss Out!

Minimizing Donor Reactions in High School Donors – April 19; 3:00 to 4:30 p.m. ET. Registration information is available to ABC members in [MCN 16-039](#) or contact [Toni Mattoch](#) for additional details.

## RESEARCH IN BRIEF

**In October 2014, 2.1 percent of donors in Puerto Rico had Chikungunya virus (CHIKV) ribonucleic acid (RNA) in their blood.** Using archived, frozen samples from otherwise qualified blood donors in Puerto Rico during the second half of 2014 and a target-capture, transcription-mediated amplification assay for CHIKV and dengue, investigators detected CHIKV RNA in 29,695 donor samples, 1,667 in minipools (MP) of 16, and 3,007 individual donation (ID) aliquots during the epidemic. 1,031 individual samples were saved from the post-epidemic period for a serologic survey. One hundred sixty-one MP (9.7 percent) were CHIKV positive, and assuming a single positive donor/MP, this is a donor prevalence of at least 0.65 percent. During September 2014, the MP percent was 19.5 percent, suggesting a minimum donor incidence of 1.34 percent. Individual donation testing during the peak of the epidemic from Sept.-Nov. 2014, found a peak incidence in October of 2.1 percent. Thirteen of 56 (23 percent) transcription mediated amplification (TMA) positive samples were seronegative, and two were detectable only by individual donor TMA. The seronegative samples would be expected to be most infectious by transfusion. Viral loads on TMA positive samples ranged up to  $10^8$  copies/mL. Viremic intervals were estimated: a 0.5 (CI 0-1.3) day early MP-negative window, followed by 5.1 (4.1-6.0) days of MP detectability, and 8 (2.7-13) days of viremia after seroconversion. Serologic testing suggested that  $\approx 25$  percent of Puerto Rican blood donors were infected during the epidemic. Although transfusion transmission of CHIKV has not been recognized, the authors conclude that “[t]he overall threat CHIKV poses to the blood supply remains an open question that requires urgent attention, including in the continental U.S., given the risk for travel-acquired and autochthonous transmission. In the absence of routine NAT for CHIKV, and in regions where pathogen-reduction technology is not implemented, the largest threat is probably from donors with high viral loads who have not fully seroconverted since it can be assumed that donors with neutralizing IgG responses have a lower probability of transmitting an infectious dose to a recipient.”

**Citation:** Simmons G, Bres V, Lu K et al. High incidence of chikungunya virus and frequency of viremic blood donations during epidemic, Puerto Rico, USA, 2014. *Emerging Infectious Diseases*. 2016. Early online. DOI: 10.3201/eid2207.160116.

**As randomized trials in diverse populations have shown no significant impact on clinical outcomes, investigators have suggested some confounding of results by failure to study the oldest red blood cells (RBCs).** A retrospective analysis of transfused patients from databases at Johns Hopkins from 2009-15 suggests that morbidity and mortality are associated with exclusive transfusion of cells in their last allowed week of storage (days 35-42) compared with those transfused exclusively with RBC stored for no more than 21 days. Patients receiving RBCs with altered allowable outdates, e.g. irradiated, were excluded. Additionally, 28.4 percent of 47,403 transfusion recipients met all inclusion criteria and exclusively received additive solution RBCs restricted to  $\leq 21$  days, 22-27 days, or  $\geq 28$  days of storage. Primary outcomes included mortality and five pre-specified incident morbid events recorded in a billing database. Hospital

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RESEARCH IN BRIEF (continued from page 6)

length of stay was a secondary outcome. After risk-adjustment,  $\geq 35$  day RBCs were associated with an increase in morbidity (adjusted odds ratio [aOR] 1.19; 95 percent confidence interval [CI] 1.07-1.32, however  $\geq 28$  day RBC were not. In critically ill patients,  $\geq 35$ -day RBCs were associated with increased morbidity (adjOR, 1.25; 95 percent CI, 1.08-1.44) and mortality (aOR, 1.38; 95percent CI, 1.08-1.74). Twenty-eight-day RBCs were associated with neither. A similar pattern was seen for older patients. Hospital stays were minimally but statistically increased in the two older RBC cohorts. The authors suggest, in addition to restrictive transfusion strategies, that “consideration should be given to whether blood units should be “triaged” to avoid giving the very oldest blood to the sickest patients or to those anticipated to receive large numbers of transfused units.”

**Citation:** Goel R, Johnson DJ, Scott AV et al. Red blood cells stored 35 days or more are associated with adverse outcomes in high-risk patients. *Transfusion*. 2016. Early view. doi:10.1111/trf.13559.

**In a collaboration by Blood Systems Research Institute and the Canadian Blood Services Research Institute, red blood cell damage during manufacturing and storage has been shown to be associated with the manufacturing method by measurement of damage-associated molecular patterns (DAMPs) including mitochondrial DNA levels (mtDNA) and extracellular vesicle (EV) formation.** S. Bakkour and colleagues measured DAMPs in 87 RBC units manufactured by nine methods both early and late in storage. They found 100 fold differences in mtDNA levels and 10 fold differences in EV levels correlated to the methods of production. Time-related changes were more modest. The impact of these immunomodulatory DAMPs on clinical outcomes is not clear, and the authors conclude that “[c]linical trials should thus account for product differences in addition to storage age when investigating transfusion-related outcomes.” The latter is of particular importance with the failure of multiple randomized controlled trials to find a clinical effect associated with storage age.

**Citation:** Bakkour S, Acker JP, Chafets DM et al. Manufacturing method affects mitochondrial DNA release and extracellular vesicle composition in stored red blood cells. *Vox Sanguinis*. 2016. Early online. DOI: 10.1111/vox.12390.

**Investigators at the University of Cambridge and NHS Blood and Transplant describe a method for growing megakaryocytes (MKs) from stem cells.** They speculate that their findings may allow in vitro platelet production in the future. In the methods described, human pluripotent stem cells (hPSC) are chemically reprogrammed, called “forward reprogramming”, to produce megakaryocytes with greater speed and efficiency than prior methods. The authors stated that, “[c]ritically, the forward programmed MKs (fop-MKs) matured into platelet-producing cells that could be cryopreserved, maintained, and amplified in vitro for over 90 days showing an average yield of 200,000 MKs per input hPSC.” Production of platelets from the megakaryocytes in bioreactors is a future step.

**Citation:** Moreau T, Evans AL, Vasquez L. Large-scale production of megakaryocytes from human pluripotent stem cells by chemically defined forward programming. *Nature Communications*. 2016. 7:11208. DOI: 10.1038/ncomms11208. 💧

**BRIEFLY NOTED**

The Food and Drug Administration (FDA) [announced](#) that the Public Hearing, “Request for Comments – [Draft Guidances](#) Relating to the Regulation of Human Cells, Tissues or Cellular or Tissue-Based Products (HCT/P)” has been rescheduled. Originally scheduled to take place earlier this week,

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## BRIEFLY NOTED (continued from page 7)

the hearing has been rescheduled for Sept. 12 and 13 at the National Institutes of Health. FDA will extend the [comment period](#) and revealed its intentions to plan a scientific workshop to identify and discuss scientific considerations and challenges to help inform the development of HCT/Ps subject to premarket approval, including stem cell based products. ([CBER Update](#), 4/13/16)

**The California State Assembly failed to secure enough votes to move [Assembly Bill 2855](#) beyond the Assembly Privacy and Consumer Protection committee.** This piece of legislation would have required all nonprofit organizations in California and any nonprofit that raises funds in California to include on all solicitation materials and webpages a “prominent link[s] to the Attorney General’s website, which contains information about consumer rights and protections and charity research resources. The bill would also require any solicitation document produced by a charity to also include the address for the attorney General’s website.” California nonprofits including the blood community strongly opposed the bill and advocated against its passage due to its stringent requirements that would lead to duplicative work and unnecessary increased costs to reprint and redesign all current solicitation materials and webpages. ([California Legislative Information](#), 4/7/16 and Northern California Community Blood Bank, 4/14/16) ♣

## REGULATORY NEWS

**The International Council for Commonality in Blood Banking Automation (ICCBBA) announced updates to ISBT 128, the international identification, labeling, and information processing system for products of human origin.** Version 6.15.0 of the ISBT 128 Product Description Code Database is now available to licensed facilities. All database updates are listed in the version control sheet. The new database can be [downloaded](#) as a Microsoft Access database. An updated Product Lookup Program that is populated with the new codes is also available. The **Standard Terminology for Medical Products of Human Origin v6.15 has also been released**. It provides definitions to all ISBT 128 terminology and should be used in conjunction with the ISBT 128 Product Description Code Database. (Source: ICCBBA, 4/7/16) ♣

## RECENT REVIEWS

**A comprehensive review of literature on Zika virus has been published online, ahead of print in *Emerging Infectious Diseases*.** The virology, pathogenesis, epidemiology, clinical manifestations, laboratory findings, diagnosis, management, and prevention are covered. An extensive technical appendix is provided with seroprevalence data, clinical signs, and the bibliography.

**Citation:** Plourde AR, Bloch EM. A literature review of Zika virus. *Emerging Infectious Diseases*. 2016. Jul [Accessed 11 April 2016]. <http://dx.doi.org/10.3201/eid2207.151990> ♣

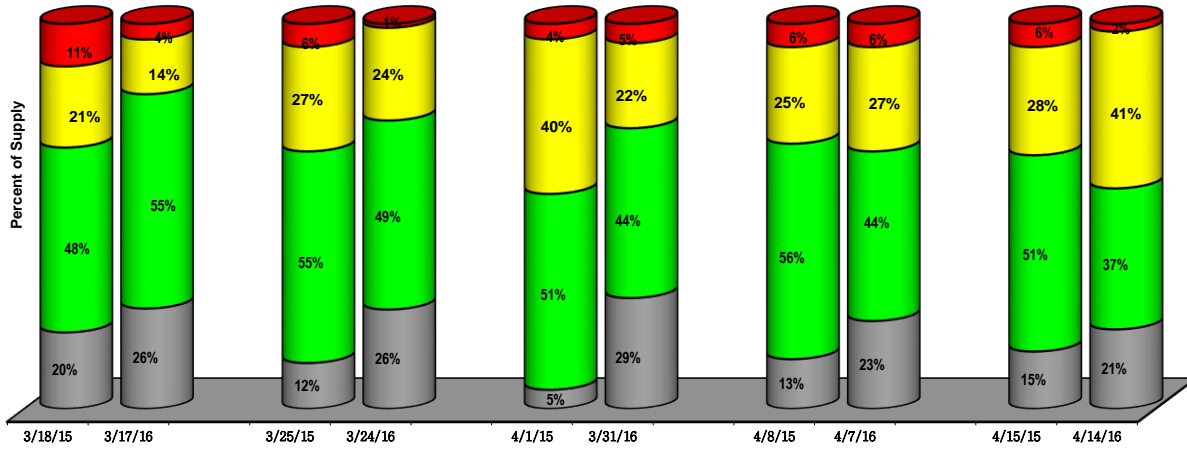
### We Welcome Your Letters

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 ABC Publications Editor at [newsletter@americasblood.org](mailto: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**



No Response
  Green: 3 or More Days
  Yellow: 2 Days
  Red: 1 Day or Less

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

**PEOPLE**

Irwin Gross, MD has been named the recipient of the Morten Grove-Rasmussen Award from the Massachusetts Association of Blood Banks for his accomplishments in patient blood management, while medical director of the Transfusion Service and Patient Blood Management Program at Eastern Maine Medical Center in Bangor, Maine. This honor is awarded to an individual that has made significant contributions to transfusion medicine in memory of Morten Grove-Rasmussen, MD, a former director of the Transfusion Service at Massachusetts General Hospital. Dr. Gross is the senior medical director at Accumen LLC located in San Diego, Calif. He is a member of AABB, the Society for the Advancement of Blood Management, and the Laboratory Medicine Best Practices Expert Panel on Blood Utilization for the Centers for Disease Control and Prevention. 💧



**54<sup>th</sup> Annual Meeting Presentations on ABC Member Site**

Presentations from the 54<sup>th</sup> ABC Annual Meeting in Jacksonville, Fla. are now available to members of ABC on the [Member website](#). Please note that some speakers do not permit their presentations to be published. More information is available in [MCN 16-038](#). For additional information on this meeting and other upcoming meetings please contact [Lori Beaston](#).



## MEETINGS

April 26 - 28 **ABC Human Resources Employee Training and Development Workshop, San Antonio, Texas**

The ABC Human Resources Employee Training and Development Workshop, hosted by ABC member South Texas Blood & Tissue Center, in San Antonio, Texas, will take place at the Marriott Plaza San Antonio. P.A.C.E. and HRCI credits will be offered. Contact [Lori Beaston](#) today to register for this workshop!

May 3 - 4 **9th Annual Food and Drug Administration/AdvaMed Medical Devices and Diagnostics Statistical Issues Conference, Arlington, Va.**

This annual workshop brings together leading authorities from the Food and Drug Administration (FDA), industry and academia to address statistical topics through two tracks: therapeutic device and diagnostics. Robert M. Califf, MD commissioner for Medical Products and Tobacco for FDA, will be the keynote speaker. The program and registration information is [available](#).

May 10 - 11 **ABC Board of Directors Meeting, Rosemont, Ill.**

The ABC Board of Directors will be meeting in Rosemont, Ill. from May 10-11. For more information please contact [Lori Beaston](#).

May 18 - 20 **2016 Association of Donor Recruitment Professionals Conference, Orlando, Fla.**

The 2016 Association of Donor Recruitment Professionals Conference will take place in Orlando, Fla. May 18-20 at the Hilton Orlando Lake Buena Vista. More information and registration details are available on the [ADRP website](#).

June 9 - 11 **14<sup>th</sup> International Cord Blood Symposium, San Francisco, Calif.**

AABB, with support from the Cord Blood Association, will host the 14<sup>th</sup> International Cord Blood Symposium from June 9 to 11 in San Francisco, Calif. The scientific program brings all of the umbilical cord blood related fields of hematopoietic stem cell transplantation, cord blood banking, and regenerative medicine together in one interactive three-day conference. The [program](#), registration details, and other information can be found [here](#).

August 1 - 4 **ABC Summer Meeting, Honolulu, Hawaii.**

The ABC Summer Meeting in Honolulu, Hawaii, hosted by Blood Bank of Hawaii, will take place August 1-4, 2016 at the Hilton Waikiki Beach. It will feature the ABC Medical Directors Workshop and the Foundation for America's Blood Centers' Links for Life Golf Tournament. Registration information will be available in late April. 💧



## 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 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:

**Director of Donor Recruitment.** Blood Assurance, a regional blood services provider based in Chattanooga, TN, is seeking a director of Donor Recruitment to lead a team of donor recruiters who cover multi-state territories. Minimum qualifications for success in this new role will include a bachelor's degree with at least five to 10 years prior related experience managing a recruitment team in the blood banking industry. Other job requirements are advanced skills in influence and negotiation, communications, interpersonal relations with the public, creative problem solving, analytics and reporting, customer service, multi-task prioritizing, organizing and public speaking. This is a management-level position that reports to an Operations Executive and requires multi-state travel up to 70 percent of the time. Primary job responsibilities will involve building new and existing business relationships, developing team goals and holding staff accountable for meeting the blood collection goals set for multiple mobile and facility locations. Additional responsibilities include expanding business opportunities, executing the company's strategic business initiatives and developing staff skills in influence/negotiation, customer service and managing relationships. Key success factors will be executing with responsive leadership, effective internal partnerships and the ability to consistently set and attain collection goals that meet operational needs. For consideration, please submit a resume and salary expectations to: [bbankdirector@yahoo.com](mailto:bbankdirector@yahoo.com).

**AP/CP or CP Trained Pathologist.** The Department of Pathology is seeking an AP/CP or CP trained pathologist (board certified), with subspecialty training in Transfusion Medicine (board certified or eligible). The candidate will share responsibility with one other medical director for supporting the Transfusion Service at the University of Utah Hospital, the Huntsman Cancer Institute and Primary Children's Hospital. The position will also support the Associated Regional and University Pathologists (ARUP) Blood Donor Center and Immunohematology Reference Laboratory. The successful candidate will be expected to support laboratory and hospital quality improvement, compliance, and accreditation initiatives, and to provide consultation to clinicians. Participation in teaching of medical students, pathology residents, and hematology fellows is also expected. Research in the area of applied transfusion medicine is encouraged. Academic rank and salary will be commensurate with experience. Applicants should submit electronically a curriculum vitae, a brief cover letter, and the names and addresses of

three references [here](#). The University of Utah is an Affirmative Action/Equal Opportunity employer and does not discriminate based upon race, national origin, color, religion, sex, age, sexual orientation, gender identity/expression, status as a person with a disability, genetic information, or Protected Veteran status.

**Corporate Account Executive (South Texas Blood & Tissue Center).** BioBridge Global (BBG) is a nonprofit company that oversees and supports the South Texas Blood & Tissue Center (STBTC), QualTex Laboratories, GenCure, and The Blood and Tissue Center Foundation. The successful candidate will have solid business-to-business sales, account management experience and blood bank knowledge. This individual will be responsible for protecting and growing annual sales revenue from the distribution of STBTC blood components to hospital customers. Will also provide routine and appropriate education to external customers who use, purchase, or distribute our products/services. Will be responsible and accountable for the ongoing maintenance and accuracy of customer records in the database. Bachelor's degree in related field or equivalent combination of education and work experience. Minimum of three years of outside sales experience in blood-banking, medical device or pharmaceutical hospital sales. Familiarity with the use of Salesforce as a CRM is preferred. Offering competitive salary and benefits. For information, call Human Resources at (800) 292-5534, ext. 1559. For further information, visit our website: <http://bit.ly/1SSpieh>. BioBridge Global and its subsidiaries are proud to be an EEO-AA employer M/F/D/V and maintain a Tobacco and Drug-Free Workplace.

**Medical Information Systems Analyst 2121 (San Antonio, TX).** Responsible for defining validation requirements, developing system validation documentation, generating and executing test protocols, and summarizing validation activities in written reports. Will play an essential role from upgrade qualification of existing computer systems to validation of complete new systems assuring all remain current and in a validated state. Will work with in partnership with all divisions

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**POSITIONS** (continued from page 11)

within South Texas Blood & Tissue Center (STBTC) and BioBridge Global (BBG) support services to ensure all meet our strategic goals and regulatory standards. Bachelor's degree (Medical Technology, Computer Science, IS, or Business Management), three to five years of industry related software validation experience preferred. Experience identifying, validating and implementing laboratory, blood-banking, manufacturing and/or other regulated operating systems and associated technologies. Blood Establishment Computer System (BECS) experience preferred. Three years driving experience with good driving record required. Texas operators driver's license required, MT/MLS (ASCP) or other professional credential(s) preferred. BioBridge Global and its subsidiaries are proud to be an EEO/AA-M/F/D/V/Genetic Data employer that maintains a Tobacco & Drug-Free Workplace. All qualified applicants will receive consideration for employment without regard to race, color, ethnicity, religion, sex, national origin, disability, veteran status, genetic data or other legally protected status. Apply online at: <http://bit.ly/1WURs9p> ♦