America's Blood Centers®
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ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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

2020 #42 **December 4, 2020**

INSIDE:

Blood Community Sends Joint Letter to CDC Advisory Committee to Include Blood Center Staff as Healthcare Workers

America's Blood Centers (ABC), AABB, and the American Red Cross submitted a joint letter to the Centers for Disease Control and Prevention's (CDC) Advisory Committee on Immunization Practices (ACIP) in the wake of an emergency meeting held by the committee on December 1st. This advisory committee is responsible for advising the CDC on vaccine-related issues and their meeting featured discussions on COVID-19 vaccine prioritization and allocation strategies.

ABC has worked at the federal level to ensure blood center employees are defined as essential to the health care system and are prioritized accordingly. The association is recommending that member blood centers reach out to their local health department to ensure they are thinking of blood centers as essential parts of the healthcare system and aligning their recommendations with those of the CDC ACIP, as the decisions for final allocation of vaccines will be made at the state level. Additionally, since each state is structured differently, ABC encourages member centers to reach out to their governor's office with a request to include blood center employees in their list of essential workers engaged in the health care industry to be prioritized for vaccination. To assist with this endeavor, ABC has created a template letter for member use in conducting this outreach. Please contact Diane Calmus, JD, senior director of Federal Affairs at ABC, with questions, comments, or to receive a copy of the template letter.

The blood community letter "applauds [ACIP] on its recommendation to prioritize 'healthcare personnel,' including blood centers' personnel, for the allocation of the COVID-19 vaccine, and urges CDC to adopt this recommendation. Collectively, our organizations represent the nation's blood collection establishments, transfusion services, and transfusion medicine professionals. Our organizations support the CDC's definition of 'healthcare personnel,' which was presented at the ACIP meeting on December 1st and included a reference to the Department of Homeland Security's (DHS') August 18, 2020 'Advisory Memorandum on Ensuring Essential Critical Infrastructure Workers Ability to Work During the COVID-19 Response.' DHS' Advisory Memorandum specifies that blood centers' personnel are part of the 'essential critical infrastructure workforce.' We support ACIP's recommendation to prioritize healthcare personnel, including blood centers' personnel, for the purpose of allocating the COVID-19 vaccine. A safe and adequate blood supply is critical to medical practice, patient safety, and the public's health. Blood and blood components are irreplaceable essential medicines and unique health care resources."

(continued on page 2)

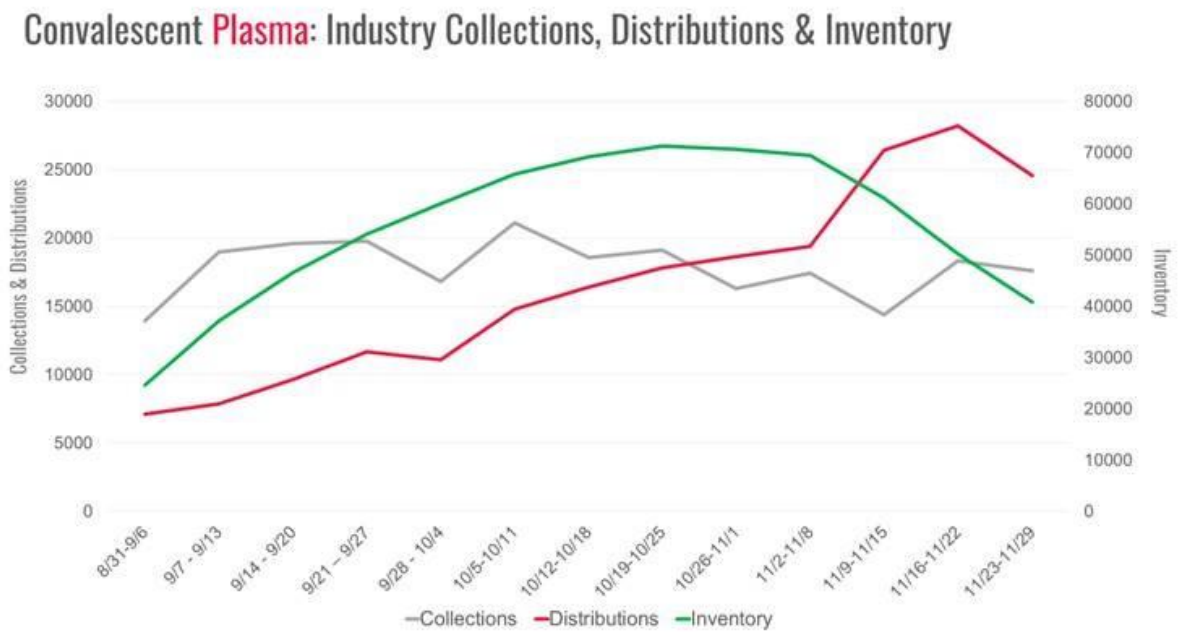
CDC Joint Letter (continued from page 1)

The letter also describes why blood center staff should be considered "essential" and their role in the nation's response efforts to the COVID-19 pandemic. "Blood centers and their personnel are essential to protecting the health care system, as they collect, test, process, and distribute blood components to hospitals and other settings of care where blood is transfused to patients. Additionally, blood centers' personnel are on the front lines of the nation's response to COVID-19, as they are collecting, testing, processing, and distributing COVID-19 convalescent plasma. Due to the nature of their positions, they work in close proximity to others and members of the public and are therefore at higher risk for exposure to COVID-19. Workforce challenges resulting in outbreaks of COVID-19 and staff quarantines could limit collections of all blood components including COVID-19 convalescent plasma. To ensure a safe and robust blood supply remains available throughout the pandemic, it is essential that blood centers' personnel be considered healthcare personnel for the purpose of the vaccine allocation."

(Source: ABC, AABB, American Red Cross Joint Letter, 12/3/20)

COVID-19 Convalescent Plasma Updates

In effort to assist member blood centers with their efforts to collect and raise awareness for COVID-19 convalescent plasma (CCP). America's Blood Centers (ABC) will begin including a weekly chart of CCP collections, distributions, and inventory that represents data from the blood community.



CCP Research. Data from multiple studies on the efficacy of CCP have recently become available. This includes research published in the *New England Journal of Medicine* of a randomized clinical trial that took place in Argentina in which the authors found "the use of convalescent plasma did not result in a significant clinical benefit as compared with placebo in patients with severe COVID-19 pneumonia," in a trial in which "[a] total of 228 patients were assigned to receive convalescent plasma and 105 to receive placebo. The median time from the onset of symptoms to enrollment in the trial was 8 days (interquartile range, five to

(continued on page 3)

CCP Updates (continued from page 2)

10), and hypoxemia was the most frequent severity criterion for enrollment. The infused convalescent plasma had a median titer of 1:3,200 of total SARS-CoV-2 antibodies (interquartile range, 1:800 to 1:3,200]".

Additionally, a preprint manuscript from another randomized controlled trial study in Argentina recently became available that examined the "Prevention of severe COVID-19 in the elderly by early high titer" CCP. Its authors stated, "[in] this manuscript, we report the first specific treatment against early COVID-19 of potential global access and low relative cost. Early administration of plasma with high titers of antibody against SARS-CoV-2 to infected seniors reduced progression to severe COVID-19 by 48 percent. Selecting plasma with IgG titers above a median of 1:3,200 increased protection to 73 percent. Our findings stress the need to return to the old paradigm of treating acute viral infections early and define IgG targets that facilitate donor selection. In our study, timing and disease severity at the time of treatment differed from previous reports... Early plasma infusions can provide a bridge to the future, until vaccines become widely available."

CCP Resources. The U.S. Surgeon General VADM Jerome Adams, MD, MPH has been promoting the importance of individuals who have recovered from COVID-19 to donate convalescent plasma. He recently tweeted to raise awareness and participated in a CCP discussion with faith-based leaders as a part of "The Fight Is In Us campaign." Additional resources from this campaign are available to ABC members including public service announcements and testimonials. Contact ABC Member Services to receive links and more information about these resources.

REGULATORY NEWS

This week, the U.S. Food and Drug Administration (FDA) published an updated guidance entitled: Recommendations for Screening, Testing and Management of Blood Donors and Blood and Blood Components Based on Screening Tests. It replaces the guidance from September 2014. Changes include:

- revised the recommended deferral period following treatment for syphilis or gonorrhea to three months;
- the addition of a recommendation for reentry of donors with false positive screening test results who are subsequently determined to have never had a diagnosis of syphilis; and
- removal of the recommendation for donors to provide written evidence of completion of syphilis treatment prior to reentry.

(continued on page 4)

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ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood products and recognize the continuous need for a safe and robust blood supply. ABC exists to advocate for laws and regulations recognizing the essential role that independent blood centers play in the 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.

America's Blood Centers
Chief Executive Officer: Kate Fry
Chief Medical Officer: Rita Reik
Editor: Mack Benton
Subscriptions Manager: Leslie Maundy
Annual Subscription Rate: $390

Send subscription queries to
memberservices@americasblood.org
America's Blood Centers
1717 K St. NW, Suite 900, Washington, DC 20006
Phone: (202) 393-5725
Send news tips to newsletter@americasblood.org.

REGULATORY NEWS (continued from page 3)

The ABC Quality Blood Regulatory Review Subcommittee and Scientific, Medical and Technical Committee will review the guidance document in detail and provide additional information as well as any appropriate comments to FDA. Members are encouraged to please provide any feedback to Jill Evans, director of Regulatory Affairs, or Toni Mattoch, director of Quality Services, with any questions or concerns.
(Source: FDA Guidance, 12/2/20)

The FDA reissued its emergency use authorization (EUA) for COVID-19 convalescent plasma to treat hospitalized patients. The agency announced that it now includes "the addition of the Mount Sinai COVID-19 ELISA IgG Antibody Test as an acceptable test to be used for the purpose of qualifying high and low titer COVID-19 convalescent plasma in the manufacture of COVID-19 convalescent plasma."

(Source: FDA Announcement, 11/30/20)

A warning letter has been jointly sent by the FDA and the Federal Trade Commission (FTC) Avazo-Healthcare, LLS on October 30th. The agencies requested that the company "take immediate action to cease the sale of such unapproved and unauthorized products for the mitigation, prevention, treatment, diagnosis, or cure of COVID-19." The company had been selling unapproved cellular therapy products as potential treatments for COVID-19.

(Source: FDA Warning Letter, 11/30/20)

BRIEFLY NOTED

The American Hospital Association, American College of Surgeons, American Society of Anesthesiologists, and the Association of periOperative Registered Nurses have issued a revised guidance on November 23rd entitled "Roadmap for Maintaining Essential Surgery During COVID-19." It features a "list of principles and considerations to guide physicians, nurses, and local facilities in their care in operating and procedure rooms during the ongoing pandemic:" Topics include:

- regional cooperation critical to continuing to provide essential surgery;
- supply chain;
- COVID-19 testing within a facility;
- personal protective equipment;
- case prioritization and scheduling;
- COVID-19 issues for the five phases of surgical care;
- collection and management of data;
- COVID-related safety and risk mitigation; and
- Additional COVID-19 related issues.

(Source: American Hospital Association, American College of Surgeons, American Society of Anesthesiologists, and the Association of periOperative Registered Nurses Guidance, 11/23/20)

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!

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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 Annual Meeting Will Be Virtual

The 59th ABC Annual Meeting, scheduled for March 8th–12th, 2021, will be held virtually. Although we will not be in-person, this meeting will provide plenty of opportunities to connect and explore industry trends through educational sessions and our annual Advocacy Day. This year challenged our industry in many ways, highlighting the need for community blood centers to come together to reflect on lessons learned and strategize ways to prioritize the important role of community blood centers within healthcare as we continue to discover ways to thrive moving forward.

The Preliminary Program will be released in the coming weeks.

CTF COMMONWEALTH TRANSFUSION FOUNDATION

CALL FOR GRANT PROPOSALS

Commonwealth Transfusion Foundation (CTF) is a non-profit, private foundation whose mission is to inspire and champion research and education that optimizes clinical outcomes in transfusion medicine and assures a safe and sustainable blood supply for the U.S. Our current funding priorities include: Ensuring an adequate, post-pandemic blood supply; research on novel blood donor recruitment strategies; the role of blood centers in the battle against COVID-19; insight into the changing blood banking landscape; innovations in transfusion safety and patient blood management; better understanding of the supply chain and economics underpinning the blood industry; and promoting understanding and inclusion of cellular therapies in blood banking.

Interested parties should visit CTF's website (www.CTF.life) to learn more about our grants process and/or to begin the application process. Please pay special attention to what CTF does not fund. Applicants must apply through CTF's online portal beginning with a Letter of Inquiry (LOI) that briefly describes the proposal. If the LOI is approved, applicants may proceed to the full on-line application form. CTF has two grant cycles each year and the deadlines are December 20th and June 20th. For more information, feel free to contact us at info@CTF.life.

WORD IN WASHINGTON

The U.S Food and Drug Administration (FDA) has granted emergency use authorization to Regeneron for its monoclonal antibody therapies, casirivimab and imdevimab, to be administered together to treat mild to moderate COVID-19 in adults and kids at least 12 years of age or older. "The FDA remains committed to advancing the nation's public health during this unprecedented pandemic" said FDA Commissioner Stephen M. Hahn, MD in an agency news release. "Authorizing these monoclonal antibody therapies may help outpatients avoid hospitalization and alleviate the burden on our health care system. As part of our Coronavirus Treatment Acceleration Program, the FDA uses every possible pathway to make new treatments available to patients as quickly as possible while continuing to study the safety and effectiveness of these treatments. Patrizia Cavazzoni, MD, acting director of the FDA's Center for Drug Evaluation and Research, added, "[t]he emergency authorization of these monoclonal antibodies administered together offers health care providers another tool in combating the pandemic. We will continue to facilitate the development, evaluation, and availability of COVID-19 therapies." According to Regeneron President and Chief Scientific Officer George D. Yancopoulos, MD, PhD in a company news release, "[t]he casirivimab and imdevimab antibody cocktail is designed to mimic what a well-functioning immune system does by using very potent antibodies to neutralize the virus." He added, "[d]ata from approximately 800 non-hospitalized patients showed significant reductions in virus levels within days of receiving the combination, which were associated with significantly fewer medical visits. This benefit was greatest in patients most at risk for poor outcomes due to high viral load, ineffective immune response at baseline or pre-existing risk factors. We are encouraged that no variants resistant to the cocktail were identified in the clinical trial analyses to date, which is consistent with our preclinical findings. We are also very encouraged by recently announced promising vaccine results; however, there remains a need to treat patients who develop COVID-19, especially as some may not have had access to or were not protected by vaccination. Importantly, we continue to advance our rigorous clinical trial program evaluating the safety and efficacy of the antibody cocktail for both the treatment and prevention of COVID-19, and we will share new results as available."

(Sources: FDA News Release, 11/21/20; Regeneron News Release, 11/21/20) ♦

PEOPLE

Dr. Leni von Bonsdorff has been appointed executive director of the International Plasma and Fractionation Association (IPFA). She succeeds Dr. Paul Strengers who will continue working with the organization as a consultant. "I am delighted to start in this new position in an organization which I have known throughout my career and for which I have high respect," said Dr. von Bonsdorff in an IPFA news release. "In these times when the emergence of a new infectious disease and its vast consequences has become so apparent to the whole world, the impact of what the donation organi[z]ations and the plasma fractionation industry can have on healthcare is further emphasized. I want to continue the work for our members in the global community to strengthen this impact. I am also deeply grateful to Paul for supporting me in the handover period and to learn the broad range of activities IPFA is involved in." For the past 10 years, she has served as the managing director of Sanquin Oy, a sales organi[z]ation set up in Finland after the Finnish Red Cross Blood Service discontinued their fractionation activities in 2005. Dr. von Bonsdorff has spent the majority of her career in the plasma fractionation industry. According to the news release, her experience includes, "research and development, regulatory to commercial activities including marketing, sales, market access, as well as medical support. [Dr. von Bonsdorff] has a doctor's degree from research carried out at the Finnish Red Cross Blood Service in the field of plasma derived medicines."

(Source: IPFA News Release, 11/24/20) ♦

MEMBER NEWS

Photo courtesy of Woodward News: Gov. Stitt donates convalescent plasma at OBI.

Oklahoma Governor Kevin Stitt visited **Oklahoma Blood Institute** (OBI) this week to donate convalescent plasma and to encourage other individuals who have recovered from COVID-19 to follow his lead. "We've had around 160,000 Oklahomans that have now recovered from COVID-19…So we're just trying to promote this as one of the best treatments that you can have. The blood center has donation [sites] around the state setup, so [we're] just encouraging Oklahomans, the 160,000 that have recovered [from COVID-19] to give plasma which is really a good treatment for those being infected or who will get infected by the coronavirus…I'm not a big fan of needles, but we need to do this and that's why I'm here promoting [plasma donation]. It's my second time [giving plasma]…We're encouraging a lot of legislators to do it…It's a great way to give back and help your neighbors." According to *Woodward News*, OBI President and Chief Executive Officer (CEO) John Armitage, MD added, "We are incredibly grateful for Governor Stitt's donation today, which will go to help patients like those getting state-of-the-art care in intensive care at INTEGRIS Health. We need as many strong voices as possible to encourage Oklahomans to donate this critical product so that we can get ahead of the surging demand and fight this pandemic that is so straining our hospitals, essential health care providers, and first responders."

(Sources: KOCO News 5, Governor Stitt urges convalescent plasma donation to help COVID-19 patients, 12/1/20; *Woodward News*, Governor Kevin Stitt joins Oklahoma Blood Institute and INTEGRIS Health CEO to urge convalescent plasma donation, 12/3/20)

Hawaii Lieutenant Governor Josh Green donated convalescent plasma at the **Blood Bank of Hawaii** last month to help raise awareness for the need for convalescent plasma donations from individuals who since recovered from COVID-19. "I'm happy to do it," said Lt. Gov. Josh Green according to KHON2. "I think anybody who's out there who came through COVID-19 and is feeling fortunate like I am with my family [should donate plasma]. No one else caught it in my family. They could get sick someday. I would want them to have the best possible treatment to stay alive."

(Source: KHON2, Lt. Gov. Josh Green donates plasma to Blood Bank of Hawaii, 11/24/20) ♦

GLOBAL NEWS

The Medicines and Healthcare Products Regulatory Agency (MHRA) in the United Kingdom (UK) has been provided the COVID-19 vaccine candidate from Pfizer, Inc. and BioNTech SE with a "temporary authorization for emergency use" designation. According to a joint news release from the companies, this is the first emergency use authorization, which follows a global phase III vaccine trial. "Today's Emergency Use Authorization in the UK marks a historic moment in the fight against COVID-19, said Pfizer Chairman and Chief Executive Officer (CEO) Albert Bourla in the news release. "This authorization is a goal we have been working toward since we first declared that science will win, and we applaud the MHRA for their ability to conduct a careful assessment and take timely action to help protect the people of the UK. As we anticipate further authorizations and approvals, we are focused on moving with the same level of urgency to safely supply a high-quality vaccine around the world. With thousands of people becoming infected, everyday matters in the collective race to end this devastating pandemic." Ugur Sahin, MD, CEO and co-founder of BioNTech, added, "[t]he Emergency Use Authorization in the UK will mark the first-time citizens outside of the trials will have the opportunity to be immunized against

(continued on page 8)

GLOBAL NEWS (continued from page 7)

COVID-19. We believe that the roll-out of the vaccination program in the UK will reduce the number of people in the high-risk population being hospitalized. Our aim is to bring a safe and effective vaccine upon approval to the people who need it. The data submitted to regulatory agencies around the world are the result of a scientifically rigorous and highly ethical research and development program." The companies previously announced an agreement earlier this summer to provide the UK with 40 million doses. MHRA Chief Executive Dr. June Raine said in an agency statement, "We have carried out a rigorous scientific assessment of all the available evidence of quality, safety, and effectiveness. The public's safety has always been at the forefront of our minds – safety is our watchword. I'm really pleased to say that the UK is now one step closer to providing a safe and effective vaccine to help in the fight against COVID-19 – a virus that has affected each and every one of us in some way - and in helping to save lives. We are globally recogni[z]ed for requiring high standards of safety, quality, and effectiveness for any vaccine. Our expert scientists and clinicians worked tirelessly, around the clock, carefully, scientifically, robustly, and rigorously poring over hundreds of pages and tables of data, methodically reviewing the data. Vaccines are the most effective way to prevent infectious diseases. They save millions of lives worldwide."

(Sources: Pfizer, Inc. BioNTech SE Joint News Release, 12/2/20, MHRA Statement, 12/2/20)

The Australian Department of Health's Therapeutic Goods Administration (TGA) has approved a recommendation by the Australian Red Cross Lifeblood, the country's national blood collection organization, to reduce the deferral period from 12-months to three for plasma and platelet donors whose sexual activity is considered high risk, according to a recent announcement from Lifeblood. This aligns with the deferral period revision, from 12 months to three for whole blood donors, that the agency made in April for individuals whose sexual activity is deemed high risk. The revised deferral will take effect on January 31st. Lifeblood issued a statement on their website regarding the update policy, "Lifeblood's deferral policies (where donors are postponed from donating for a period) are regularly reviewed and are underpinned by the most up-to-date clinical and scientific evidence, so that Australia maintains one of the safest blood supplies in the world…We're pleased that the TGA has approved our submissions to reduce the postponements for whole blood, plasma, and platelet donations to three months and can report that our proposal has been agreed to by all Australian governments. We're now in the process of updating our systems, including the donor questionnaire form, which must be made in conjunction with state and territory governments who regulate it."

The deferral reduction applies to:

- for male donors: male-to-male sex;
- for female donors: sex with a man who has ever had sex with a man;
- for transgender donors: sexual contact with a male;
- sex work;
- sexual contact with a sex worker (male or female);
- overseas sexual contact with a resident of a HIV high prevalence country;
- sexual contact with an injecting drug user (current or past); and
- sexual contact with a partner known to be infected with a blood-borne virus (HIV, HBV, HCV or HTLV).

(Sources: Australian Red Cross Lifeblood Announcement, 11/22/20; Australian TGA Announcement, 4/15/20)

COMPANY NEWS

Cerus Corp. announced this week that the U.S. Food and Drug Administration (FDA) has approved its Intercept Blood System for pathogen reduced cryoprecipitated fibrinogen complex. "FDA approval of the Intercept Blood System for Cryoprecipitation is an important step forward in our mission to establish pathogen reduction as the standard of care for transfused blood components globally," said William 'Obi' Greenman, president and chief executive officer (CEO) of Cerus, in a news release. "This is an important win for hospitals, clinicians, and patients and also represents a new business model for Cerus. We plan to begin selling Pathogen Reduced Cryoprecipitated Fibrinogen Complex in California, Texas, Louisiana and Wisconsin in 2021, with expansion to national distribution in 2022 following anticipated approval of manufacturing site Biologics License Applications." According to the news release, pathogen reduced cryoprecipitated fibrinogen complex remains "remains transfusion-ready at room temperature for up to five days after thawing, continuously available for administration over this extended period." Philip C. Spinella, MD, professor of Pediatrics and director of the Critical Care Blood Research Program at Washington University in St. Louis, added in the news release, "fibrinogen plays a critical role in controlling bleeding, but it has been difficult to provide quickly to massively bleeding patients. The extended room temperature shelf life, after thawing, of pathogen reduced cryoprecipitated fibrinogen complex allows it to be prepared in advance, which is essential because immediate availability will improve time to reversal of coagulopathy. I am optimistic that pathogen reduced cryoprecipitated fibrinogen complex will be a valuable tool to add to the toolbox of therapies that are needed to support damage control resuscitation for patients with life threatening bleeding."

(Source: Cerus Corp. News Release, 11/30/20)

Roche has received emergency use authorization (EUA) from the FDA for its Elecsys® Anti-SARS-CoV-2 S antibody test, which detects the presence of SARS-CoV-2 antibodies in individuals previously exposed to the virus. "Since the start of this pandemic, our focus has been to bring effective diagnostic testing solutions to the fight against COVID-19," said Thomas Schinecker, CEO of Roche Diagnostics. "Antibody tests like these will play a critical role in measuring a person's vaccine-induced immune response". The antibody test previously received a CE mark in September, a designation that allows it to be sold in the European Economic Area (EEA).

(Source: Roche News Release, 12/2/20)

AstraZeneca reported "positive results" in an interim analysis announcement regarding the efficacy of its vaccine candidate that aims to prevent COVID-19. The analysis included 131 cases and "[a]n independent Data Safety Monitoring Board determined that the analysis met its primary endpoint showing protection from COVID-19 occurring 14 days or more after receiving two doses of the vaccine, according to the news release. "No serious safety events related to the vaccine have been confirmed." Additionally, the company stated that the vaccine regimen that consisted of a half dose followed by a full dose at least 1 month apart showed 90 percent efficacy while the regimen that featured a full dose followed by another full dose at least one apart demonstrated 62 percent efficacy. "Today marks an important milestone in our fight against the pandemic," said AstraZeneca CEO Pascal Soriot in a news release. "This vaccine's efficacy and safety confirm that it will be highly effective against COVID-19 and will have an immediate impact on this public health emergency. Furthermore, the vaccine's simple supply chain and our no-profit pledge and commitment to broad, equitable, and timely access means it will be affordable and globally available, supplying hundreds of millions of doses on approval." Professor Andrew Pollard, chief investigator of the vaccine trial at Oxford added, "[t]hese findings show that we have an effective vaccine that will save many lives. Excitingly, we've found that one of our dosing regimens may be around 90 percent effective and if this

(continued on page 10)

COMPANY NEWS (continued from page 9)

dosing regimen is used, more people could be vaccinated with [the] planned vaccine supply. Today's announcement is only possible thanks to the many volunteers in our trial, and the hard working and talented team of researchers based around the world."

(Source: AstraZeneca News Release, 11/23/20)

Beckman Coulter announced the development of a semi-quantitative SARS-CoV-2 IgG antibody test "to measure a patient's relative level of antibodies response to a previous SARS-CoV-2 infection." In an organization news release, Beckman Coulter Chief Medical Officer Shamiram R. Feinglass, MD, MPH, stated, "[h]aving a clearer picture of the immune response to SARS-CoV-2 plays an important role in the fight against COVID-19, especially before a vaccine is widely available. While it's unknown how long antibodies persist following infection, and if the presence of antibodies confers protective immunity, having a quantifiable baseline is a critical step towards furthering the understanding of the adaptive immune response to SARS-CoV-2 in individuals over time." Beckman Coulter is seeking emergency use authorization from the FDA.

(Source: Beckman Coulter News Release, 11/23/20) ♦

CALENDAR

Note to subscribers: *Submissions for a free listing in this calendar (published weekly) are welcome. Send information to newsletter@americasblood.org or by fax to (202) 899-2621. (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)*

2021

Mar 8-12. **ABC Annual Meeting (Virtual).** More details coming soon.

June 25-26. **64th Annual California Blood Bank Society Annual Meeting, Santa Clara, Calif.** More details available here.

May 11-13. **2021 ADRP Conference, Kansas City, Mo.** More details coming soon.

Aug. 4. **ABC Medical Directors Workshop, Cleveland, Ohio.** More details coming soon.

Aug. 5-6. **ABC Summer Summit, Cleveland, Ohio.** More details coming soon.

Sept. 15-17. **4th European Conference on Donor Health and Management, Hamburg, Germany.** More details available here. ♦

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 and published after editorial review. Please send letters to the Editor at newsletter@americasblood.org or fax them to (202) 899-2621. 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.

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, e-mail: newsletter@americasblood.org

POSITIONS

Outside Sales Representative/Event Planner (Fort Smith, Ark.). Account Consultants must develop new partnerships with targeted decision makers in community organizations, educational and religious institutions and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing and promoting blood donation events; assessing, developing and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base, and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: http://arkbi.org/careers/.

Outside Sales Representative/Event Planner (Oklahoma City, Okla.). Account Consultants must develop new partnerships with targeted decision makers in community organizations, educational and religious institutions and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing and promoting blood donation events; assessing, developing, and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base, and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: http://obi.org/careers/.

Lab Supervisor (Tallahassee, FL). Bring your lab and leadership experience to OneBlood in Florida's Capital City, Tallahassee. If you possess a bachelor's degree in medical technology, biological science or related field and three plus years in a clinical laboratory, preferably in blood banking, we may have the career opportunity you have been searching for! This position requires a current Florida Technologist license in Immunohematology or Blood Banking, with a supervisor license preferred. OneBlood offers excellent benefits, including excellent shift differential pay for night and weekend schedules, Paid Time Off, Student Loan Repayment Program, a FREE medical coverage option, 403(b) Retirement Plan, company-paid annual CEU training & CE Broker account and MORE! To apply visit our OneBlood careers website at www.oneblood.org/careers. *We're also hiring Medical Technologists throughout the state of Florida. Check out our openings online!*

Chief Clinical Officer (Central California Blood Center). The successful candidate will successfully navigate the ever-changing health care provider and blood industry landscapes to provide ever-increasing value to our clients. The CCO will provide clinical, scientific and leadership development for an independent community blood center to assure our expanding position as a national industry leader. The CCO will oversee blood component manufacturing, donor testing lab, innovative R&D programs, IRL, donor services and IT departments. The position will be responsible for developing strategies to ensure blood manufacturing operations are running efficiently and effectively to meet the needs of our hospitals and clients with a focus on ensuring regulatory compliance. The CCO is responsible for building and guiding a team of highly competent, high-achieving department leaders who will consistently exceed mission standards for cGMP, productivity and customer service. MS, SBB preferred, strong and progressive blood industry leadership experience required. Please send inquiries to LChristiansen@donateblood.org.

Director of Technical Services (N. Charleston, SC). At The Blood Connection, our mission is to support our healthcare partners with adequate, safe, cost-effective blood supplies and services. We desire to be the community blood provider of choice. Position Overview: The Director of Technical Services (CSC) is responsible for supervising and directing the daily operations of the Technical departments in the CSC division: Hospital Services, Component Manufacturing (Biologics Processing), if applicable, Immunohematology Reference Laboratory, as well as the HS couriers. Duties include: Developing and maintaining procedures; Supervising Reference Laboratory staff; Supervising Hospital

(continued on page 12)

POSITIONS (continued from page 11)

Services staff; Supervising Component Manufacturing/Biologics Processing staff (if applicable); Performing bench work as needed; and Interfacing with hospital customers. This position requires general laboratory knowledge and skills as well as specialty (SBB) skills and is expected to perform tasks and well as supervise the performance of laboratory and other staff. Education Requirements: MT (ASCP) or equivalent. SBB strongly preferred. Licensure/Certification Requirements: Valid Driver's License. Experience Requirements: Previous supervisory experience required. Complete applications on https://thebloodconnection.org/about-us/careers/ for consideration.

QA Specialist. Stanford Blood Center is seeking a QA Specialist to work in the Technical Services Laboratory. Under the general supervision of the Operations Support Supervisor, the QA Specialist will perform the quality assurance duties of the Technical Services department by writing/revising department equipment and process validation plans, managing equipment preventative maintenance program, manage training records, perform process and computer audits, write/revise procedures for regulatory compliance as necessary. Prepare training binders for new staff and monitor new and incumbent staff training is up to date. Ensure annual SOP and label review performed, review departmental records, help determine corrective actions for events by performing root cause analysis, and is involved in process improvement. Perform post-donation information follow-up that affects safety, purity, and quality of the product by quarantine/discard of units, notification of customers and tracking of recalls. Provide notification to hospitals, regulatory agencies and other customers of test results that affect patients/general population safety. For complete job description and to apply, please visit www.stanfordhealthcarecareers.com and reference req# 58277.

Laboratory Technician - Stanford Blood Center (Req# 57715). Stanford Blood Center is seeking a Laboratory Technician. Under the direction of the Laboratory Supervisor, prepares and labels blood components; monitors component inventory to assure proper levels are maintained; receives orders for blood products and issues, packs and ships blood components; processes deliveries of blood products into inventory and maintains accurate and detailed records of all work performed. Performs quality control on equipment and blood components, reviews quality control and maintains equipment as required. May be required to operate delivery vehicle for transport of blood products when necessary. Responds to blood storage alarms; cleans and disinfects areas and equipment according to laboratory policy and maintains a clean and organized work area. Answers telephones promptly; route calls or take messages as appropriate. Rotates beeper on-call for off hours emergency blood needs or equipment failure. This is not a research position. For complete job description and to apply, please visit www.stanfordhealthcarecareers.com and reference req# 57715.

Director of Technical Services (Morrisville, NC (Raleigh, NC Area)). At The Blood Connection, our mission is to support our healthcare partners with adequate, safe, cost-effective blood supplies and services. We desire to be the community blood provider of choice. Position Overview: The Director of Technical Services (ENC) is responsible for supervising and directing the daily operations of the Technical departments in the ENC division: Hospital Services, Component Manufacturing (Biologics Processing), Immunohematology Reference Laboratory, as well as the HS couriers. Duties include: Developing and maintaining procedures. Supervising Reference Laboratory staff. Supervising Hospital Services staff. Supervising Component Manufacturing/Biologics Processing staff. Performing bench work as needed. Interfacing with hospital customers. This position requires general laboratory knowledge and skills as well as specialty (SBB) skills and is expected to perform tasks and well as supervise the performance of laboratory and other staff. Education Requirements: MT (ASCP) or equivalent. SBB strongly preferred. Licensure/Certification Requirements: Valid Driver's License. Experience Requirements: Previous supervisory experience required. Complete applications on https://thebloodconnection.org/about-us/careers/ for consideration.

Divisional Director (N. Charleston, SC). Overview: Budgets, planning, organizing, leading and controlling departmental operations, goal setting, disciplining, counseling, interviewing, hiring, firing, and other duties. Communicating with patrons, beneficiaries, and other stakeholders. Performing statistical analysis to track and trend pertinent data, participating in strategic planning for division. Overseeing current good manufacturing practices (cGMPs) and the effectiveness and efficiency of the departments reporting to this position. Essential Functions: Systems and processes managed: either as primary responsibility or collaboratively with other VPs, Department Directors, or Managers. Donor Recruitment System: Field recruitment, Call-center recruitment, Donor incentive management and Special event blood drive management. Collection System: Whole blood (non-automated) collections: Fixed sites, Mobile operations. Automated blood component collections: Fixed sites, Mobile operations, Facilities Management, Fleet Management, Procurement and Materials, Management System, Technical Services, Hospital Services and Reference Laboratory. Qualifications: Bachelor's degree in a related field; Five years in a technical or laboratory setting, including at least five years of progressive management experience; Background in blood banking or other regulated biologics manufacturing facilities;

(continued on page 13)

POSITIONS (continued from page 12)

Valid Driver's License with no major infractions and dependable transportation; Self-starter and able to function independently; and Motivated to remain abreast of blood bank technology. Complete applications on https://thebloodconnection.org/about-us/careers/ for consideration.