



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

Visit ABC's Web site at: [www.americasblood.org](http://www.americasblood.org)

2021 #19

May 28, 2021

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## ABC FDA Letter Regarding Temporary Guidances During COVID-19 Pandemic

This week, America's Blood Centers (ABC) [submitted](#) comments in a letter to the U.S. Food and Drug Administration (FDA) in support of making the three guidance documents that modified recommendations for blood collections relating to HIV, Malaria, and Alternative Procedures for the duration of the COVID-19 public health emergency, permanent — beyond the duration of the public health emergency (PHE). This would ensure that no gap exists between the time the PHE expires and the time revised guidances are released to avoid unnecessary negative impacts on blood center operations and computer systems.

In the letter to the agency, ABC states, “[o]n behalf of ABC and our member blood centers, we appreciate the FDA’s efforts to maintain a safe and robust blood supply during the COVID-19 pandemic. The ability of blood centers to provide blood components to hospitals in support of patient care, while experiencing significant challenges in collections, was aided by the issuance of three guidances in April 2020 [that are in effect only for the duration of the PHE]...We are in favor of making all three guidances permanent (beyond the expiration of the public health emergency), a course of action that will continue to promote a robust blood supply while maintaining its safety. Given the wording about future plans beyond the declared public health emergency however, we are concerned about the potential impact of any “gap” in guidance once the public health emergency has expired. Our member centers have been responsive and agile during the course of the pandemic. The operational changes necessary to implement these three guidances, while swiftly applied, involved substantial changes to SOP and blood establishment computer systems. Additionally, donors have shown appreciation for the revised qualifications, and many units were saved with the allowance for release of blood components that would previously have required discard regardless of whether safety of the donor or patient was unaffected.” The full [letter](#) is available on the ABC website.

(Source: ABC [Letter](#) to FDA on Temporary Guidances During Pandemic, 5/27/21)

### Correction

Last week's [ABC Newsletter](#) omitted Los Angeles, Calif. as one of the cities seeking enrollees for the ADVANCE Study. We apologize for any confusion and thank you for your continued interest.

## ABC NBCUS Information Collection Request Letter to HHS

ABC also [sent](#) a letter to the U.S. Department of Health and Human Services (HHS) advocating for opportunities to automate the collection of the data in the National Blood Collection and Utilization Survey (NBCUS), to provide more-timely publication of the results, and to gather actionable data on issues such as diversity in the blood supply. In the letter ABC:

- “encourage[s] the Centers for Disease Control and Prevention (CDC) to identify opportunities to collect data real-time to further reduce the burden of completing the NBCUS, either through current and/or future changes in the administration of the survey. HHS’ current four hour estimated annualized burden to complete the survey is still a significant underestimate and does not take into consideration the time required to collate the vast and varied amount of data requested, which has increased for this survey with the request of 2020 data;
- seek[s] methods to facilitate more timely publication of NBCUS results. Given the importance of the information, coupled with the complexity of gathering the data in support of the formation, a solution to fully automate the process must be identified and adopted;
- provide[s] in the attachment suggestions on the NBCUS content and organization as well as a request for clarification on the content of specific questions. In particular, we draw your attention to the questions at the end of the attachment focused on improving the diversity of the blood supply. The 2017 NBCUS recognized the importance of this topic, noting that ‘additional studies to determine effective methods to increase donations among minorities are needed;’ [and]
- request[s] CDC work with the blood community to identify the best mechanism to obtain these data recognizing the current blood center work effort related to the NBCUS.”

The full [letter](#) is available on the ABC public website.

(Source: ABC [Letter](#) HHS Regarding NBCUS, 5/27/21) 💧

## ABC Letter to FDA on Withdrawal of Zika Guidance

In a letter [submitted](#) to FDA this week, ABC applauded the agency for withdrawal of the guidance: “Revised Recommendations for Reducing the Risk of Zika Virus Transmission by Blood and Blood Components, July 2018.” The [letter](#) also urges FDA to continue to move towards evidence-based testing by next reviewing blood donor screening for Hepatitis B Surface Antigen.

(Source: [ABC Letter to FDA on Withdrawal of Zika Guidance](#), 5/26/21) 💧

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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

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## MEDIC REGIONAL BLOOD CENTER Joins ACTS

**MEDIC Regional Blood Center** (Knoxville, Tenn.) has joined the Alliance for Community Transfusion Services (ACTS), “a collaborative of independent blood centers committed to improving efficiency, operations, and opportunities to best serve donors and patients.” MEDIC becomes the organization’s 13<sup>th</sup> member. We are thrilled to join the Alliance for Community Transfusion Services,” said Jim Decker, DHA, FACHE, chief executive officer (CEO) of MEDIC, in a news release. “Being part of this alliance will allow us to better serve our community through collaboration with the other blood center members. This is an exciting step for us.” ACTS CEO Nelson Hellwig added, “[w]e’re excited to announce the addition of MEDIC Regional Blood Center to the ACTS Alliance. With a long history of service to their hospital partners, and under Jim Decker’s leadership, MEDIC’s transfusion expertise and culture of service will perfectly align with the rest of our members. We are gratified to strengthen our alliance through enhanced best practicing, resource sharing, and strategic programming.”

(Source: ACTS News Release, 5/28/21) 💧

## RESEARCH IN BRIEF

**Intentions of Men Who Have Sex with Men to Participate in Plasma Donation.** A study published in *Vox Sanguinis* “identif[ied] determinants of men who have sex with [other] men (MSM) [and their] intention to participate in Héma-Québec’s proposed plasma donation program...A questionnaire was accessible online from June 2018 to February 2019...[R]espondents had [to] be a man, had a sexual relation with men, be 18 years old or over, be HIV-negative or of unknown HIV status.” The researchers report that “[a] total of 933 respondents participated...[A]verage age was 34.5 years...Most were born in Canada, and French was their main language spoken at home...A majority identified as men and homosexual...Almost half were in a relationship.” The authors note that, “[I]ntention to donate plasma in the next six months was moderate (mean [M] = 0.6)...[A]ttitudes towards plasma donation were rather positive (M = 0.8), and they [were] relatively able to adopt this behavior (M = 0.4)...Respondents’ perception that people important to them would approve their donating plasma was relatively high, average score of 1.2...They also considered that donating plasma was rather in line with their personal values (M = 0.7)...Their sense of connectedness to LGBTQ+ communities were moderately high (M = 3.3)...One-third had given blood, and 7 percent had received a blood product.” According to the study, “[t]he multivariate linear regression model explained 55.4 percent ( $P < 0.001$ ) of the variation of intention...[and] [i]ntention to donate for MSM was predicted, in order of importance, by attitudes ( $\beta = 0.34$ ,  $P < 0.001$ ), perceived behavioral control ( $\beta = 0.28$ ,  $P < 0.001$ ), age under 35 years ( $\beta = 0.26$ ,  $P < 0.001$ ), history of blood donation ( $\beta = 0.24$ ,  $P < 0.001$ ), subjective norm ( $\beta = 0.21$ ,  $P < 0.001$ ), income above \$40,000 ( $\beta = 0.20$ ,  $P < 0.001$ ), moral norm ( $\beta = 0.18$ ,  $P < 0.001$ ) and, a higher level of involvement in LGBTQ+ issues ( $\beta = 0.09$ ,  $P < 0.001$ ).” The “analyses indicate[d] that intention to donate plasma [was] associated with personal, social and structural factors.” The “results [showed] intention [was] mostly predicted by determinants of [the] theory of planned behavior.” The authors concluded that “this study provide[d] a novel understanding of the issue of plasma donation in MSM.”

**Citation:** Veillette-Bourbeau, L., Otis, J., Lewin, A., *et al.* [Determinants of the intention to participate in a programme of plasma donation for fractionation among men who have sex with men.](#) *Vox Sanguinis*. 2021.

Contributed by Richard Gammon, MD, Medical Director at OneBlood 💧





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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.*

### **Webinar: Blood Product Manufacturing: Driving Efficiencies by Automating Exception Processes**

Please join us for the “Blood Product Manufacturing: Driving Efficiencies by Automating Exception Processes” webinar sponsored by WellSky on June 2nd at 2 p.m. EDT. [Registration](#) is open to everyone. Leann Polson, BS, MHA, MT(ASCP), blood bank operations supervisor at Children’s Hospital Colorado, will discuss how they implemented several processes to enhance exception management to maximize efficient use of their blood supply during this past year. She will also walk-through processes that her organization put in place around platelet sampling, antigen typing, and TRALI mitigation. Attendees will learn what the new processes are, how they built them, and some of their results.

*\*\*Note: The content of this sponsored event was developed independently from the ABC continuing education program. Opinions expressed during these events are those of the faculty and are not necessarily a reflection of ABC’s opinions, nor are they supported, sponsored, or endorsed by ABC. Continuing education (CE) or continuing medical education (CME) credits are not offered.\*\**

### **2021 ABC Summer Meeting Will Be In-Person**

America’s Blood Centers (ABC) announced this week that the 2021 [Medical Directors Workshop](#) and [Summer Summit](#) will take place in-person in Cleveland, Ohio August 4<sup>th</sup>-6<sup>th</sup>. ABC is working with its event location partner to ensure the safety and well-being of all attendees is prioritized in accordance with local, state, and national guidelines. Additionally, understanding that travel may not be possible for all, ABC is evaluating options to maximize participation. More information and updates will be provided as it becomes available.

### **WORD IN WASHINGTON**



**The Senate confirmed the appointment of Chiquita Brooks-LaSure as Administrator of the Centers for Medicare and Medicaid Services (CMS). U.S. Department of Health and Human Services (HHS) Secretary Xavier Becerra, JD formally swore in Ms. Brooks-LaSure on May 27<sup>th</sup>.** “It is the honor of a lifetime to be confirmed and sworn in as CMS Administrator, said Ms. Brooks-LaSure in the HHS news release. “I want to thank President Biden, Vice President Harris, Secretary Becerra, and the U.S. Senate for placing their faith in me. I also want to thank my family and the strong Black women who paved the way and

*Photo courtesy of HHS*

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WORD IN WASHINGTON (continued from page 4)

made this moment possible,” said CMS Administrator Chiquita Brooks-LaSure. “The COVID-19 pandemic has illuminated so many of the longstanding health disparities in this country, and CMS has the ability to advance health equity for all Americans through Medicare, Medicaid, and the health insurance marketplace. We’re going to build on the Affordable Care Act and continue to bring down health care costs for American families. Our agenda is ambitious – but the times call for bold action, and I look forward to working with President Biden and Secretary Becerra to strengthen CMS’ programs and build back better for the American people.” Secretary Becerra added, “Chiquita, an expert in health care policy and a veteran of CMS, will be a trusted steward of our nation’s health insurance programs and a critical partner as we tackle the nation’s health care challenges,” said HHS Secretary Xavier Becerra. “I worked closely with Chiquita when I was a member of the House Ways and Means Committee, and I know she will reach across the aisle to find common ground in our efforts to bring down health care costs for American families. As we navigate the pandemic and its aftermath, it’s critical to have experienced, steady leadership at CMS. Chiquita is that leader. I look forward to working with Chiquita to strengthen Medicaid, better serve our seniors, expand health coverage, and address the glaring health inequities in communities across the country.”

(Source: HHS [News Release](#), 5/27/21)

***Inside Health Policy* recently [reported](#) that the U.S. Food and Drug Administration (FDA) is forming an inspections council.** This group of individuals will be “tasked with developing a multi-year strategic plan to optimize the agency’s inspection program and update data infrastructure” said Judy McMeekin, FDA associate commissioner for Regulatory Affairs, according to *Inside Health Policy*. The news organization added, “[t]he initiative, dubbed the FDA Inspectional Activities Council (FIAC) will facilitate consistent use of inspection tools and technologies and provide additional flexibility for the agency to increase its use of data-driven, risk-based oversight modeling, McMeekin said during the Food and Drug Law Institute’s Annual Conference. FIAC will help the agency address current COVID-19-related inspection challenges that have kept FDA from reassessing how it operates and prohibited the agency from being more flexible in its regulatory activities.” Ms. McMeekin stated during the announcement, “I am extremely proud of the creativity and the innovation that all of us have demonstrated. We have come a long way, but we have much more to do. It is vital that we continue to take measures to ensure that the standards of the safety of food, drugs and other products we regulate are being met...I’m really excited about the FIAC,” according to *Inside Health Policy*.

(Source: *Inside Health Policy*, “[FDA Inspections Council Will Lay Multi-Year Inspection, Data Reform Plan](#),” 5/19/21) ♦

**GLOBAL NEWS**

**Hémas-Québec and Canadian Blood Services in partnership with Canada’s COVID-19 Immunity Task Force (CITF), and Quebec’s public health institute [reported](#) on the latest results from a seroprevalence study of Canadian blood donors for COVID-19 antibodies from infection with the disease.** According to the news release, “Canadian Blood Services data, based on blood donors, show that the seroprevalence due to infection (the number of people who had antibodies to SARS-CoV-2 due to a past infection) in Canadian provinces excluding Quebec was 2.2 percent in January. In contrast, in Québec, between January and March 2021, Hémas-Québec data indicate that seroprevalence from infections was 10.5 percent. In this province, the roll out of vaccination resulted in an increase of this number of up to 14.7 percent of the population with some immunity.” Canadian Blood Services Chief Executive Officer Graham Sher, MD, PhD added “[o]ur serosurveys offer important insight into the effects of the pandemic in Canada. It is important to acknowledge that serosurveys based on blood donors do have limitations. Blood donors self-select to be blood donors and donation selection criteria ensure blood donors are healthy, so caution

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GLOBAL NEWS (continued from page 5)

should be exercised in extrapolating findings to all adult Canadians.” Héma-Québec CEO and President Nathalie Fagnan, CPA, CA stated in the release, “since extra blood samples are systematically collected from each donation, as blood collection activities are held in most regions and as we have the laboratories to carry out tests, we are uniquely positioned to help inform public health authorities as they plan the next steps and phases of the pandemic.” Other insights from the seroprevalence study include, “Canadian Blood Services found infection rates among donors aged 17-24 years-old increased significantly from 0.8% during wave 1 to 3.0 percent in November 2020 and to 3.5 percent in January 2021...In Quebec, the 18-24 age group had the highest seroprevalence by far with 19 percent of blood donors in this age group having antibodies due to infection or vaccination [compared to a] seroprevalence of 9.8% for the 60-69 age group.” CITF Executive Director Tim Evans, MD, PhD added, “[t]he disproportionate number of infections in young people is likely a product of both their front-line work environments and more at-risk behav[iors]. But this also reflects effective public health efforts to protect seniors in the second wave. The immediate priority is to encourage this younger age group to get vaccinated now that they are eligible in most provinces.”

(Source: Canadian Blood Services, Héma-Québec, CITF [Joint News Release](#), 5/27/21)

**The European Blood Alliance (EBA) issued a “call to policy makers in the European Union (EU) to adapt the EU legislation on blood and blood components to the present needs of patients, donors, healthcare professionals, based on the experience acquired with the previous EU legislation.”** The position statement outlines recommendations that the European Commission (EC) should consider when revising its “Blood Tissues and Cells Directives (BTC):

- blood is a human resource, not a commodity;
- the importance of voluntary non-remunerated donation;
- the need for European self-sufficiency;
- the need for a reinforcement of donor protection;
- principles versus technical directions; and
- the need for clarity and coherence.”



Additionally, the EBA “call[ed] on the EU to adopt measures to meet the needs of European patients: while respecting ethical matters pertaining to BTC donations, donor’s health protection, coherence between various EU legislation concerning the sector, EBA calls on the EU Commission, Parliament and Council, to:

- “[t]able and adopt measures for BTC, to ensure that the needs of European patients are met;
- [p]rovide regular updates: Regularly updating guidelines will also ensure that technical and medical advancements are taken into consideration;
- [e]nsure European self-sufficiency: The EU must put in place measures that will support EU Member States reach self-sufficiency on blood and blood components, including plasma for fractionation, based on the principle of voluntary non-remunerated donation; and
- [e]nsure that other EU legislations pertaining to blood and its components, such as the Pharmaceutical and Medical Devices Directives and Regulations support better access for patients to blood-based therapies, avoiding wastage, or increased costs incurred by additional administrative processes.”

(Source: EBA Position [Statement](#), 5/25/21) ♦

## COMPANY NEWS

**Emergent BioSolutions, Inc.** has [provided](#) “two-year persistence data” from a phase II clinical study evaluating the safety and immunogenicity of the company’s investigational chikungunya virus virus-like particle (CHIKV VLP) vaccine candidate in 415 healthy adults.” The single dose vaccine candidate “continued to demonstrate a favorable safety profile and had generated a dose-related increase in neutralizing antibody response against the chikungunya virus as previously reported. Two years post-vaccination, SNA responses were 19 times higher than pre-vaccination titers following a single adjuvanted 40 µg dose of the CHIKV VLP vaccine, supporting the persistence of the immune response. All subjects in the single-dose regimen remained seropositive at their one-year and two-year visits. The vaccine candidate was well-tolerated and no significant vaccine-related safety concerns were identified. The majority of solicited adverse events were mild or moderate in severity and the most frequent was local injection site pain.” Emergent BioSolutions Executive Vice President and Chief Medical Officer Karen L. Smith MD, PhD added in the news release, “[we are] pleased with the positive data from our Phase 2 CHIKV VLP study that demonstrated safety and immunogenicity two years post-vaccination with a single adjuvanted 40 µg dose of the CHIKV VLP vaccine, which we believe is an ideal candidate to evaluate in a Phase 3 study that we intend to initiate this year. Chikungunya disease is a recognized public health threat for which no vaccine or treatment exists. As a leader in travel health and as a company that has tackled infectious diseases for decades as part of our mission – to protect and enhance life – Emergent is committed to meeting this significant unmet medical need.” The investigational vaccine did receive the Fast Track designation from the U.S. Food and Drug Administration in 2018 and the priority medicines (PRIME) designation from the European Medicines Agency in 2019.

(Source: Emergent BioSolutions [News Release](#), 5/26/21)

**Takeda Pharmaceutical Company Limited** [reported](#) additional findings from the ongoing phase III trial of its dengue vaccine candidate, which has enrolled more than 20,000 healthy children and adolescents between the ages of 4 to 16 in dengue-endemic countries in Latin America and Asia. According to the company, the vaccine “demonstrated continued protection against dengue illness and hospitalization, regardless of an individual’s previous dengue exposure, with no important safety risks identified through three years after vaccination in the [Tetravalent Immunization against Dengue Efficacy Study] (TIDES) trial.” Takeda provided safety and efficacy results that “demonstrated overall vaccine efficacy (VE) of 62.0 percent (95 percent CI: 56.6 percent to 66.7 percent) against virologically-confirmed dengue (VCD), with 65.0 percent VE (95 percent CI: 58.9 percent to 70.1 percent) in seropositive individuals and 54.3 percent VE (95 percent CI: 41.9 percent to 64.1 percent) in seronegative individuals. TAK-003 also demonstrated 83.6 percent VE (95 percent CI: 76.8 percent to 88.4 percent) against hospitalized dengue, with 86.0 percent VE (95 percent CI: 78.4 percent to 91.0 percent) in seropositive individuals and 77.1 percent VE (95 percent CI: 58.6 percent to 87.3 percent) in seronegative individuals. Observations of varied VE by serotype remained consistent with previously reported results. No evidence of disease enhancement was observed. TAK-003 was generally well tolerated, and there were no important safety risks observed. The results reinforce the potential of TAK-003 to help protect those who are living in or traveling to dengue-endemic countries.” The trial did meet the primary endpoint of overall “VE against VCD at 12-months follow-up (VE: 80.2 percent; 95 percent CI: 73.3percent to 85.3 percent; p<0.001) and all secondary endpoints for which there were a sufficient number of dengue cases (measured at 18-months follow-up). The TIDES trial has been amended to include the evaluation of a booster dose to address the waning of overall VE observed over time (from 12 through 36 months after the second dose), largely driven by outpatient dengue.” Takeda plans to publish the results of the 3-year analysis in a peer-reviewed journal this year. “Our dengue vaccine candidate continued to provide protection against dengue throughout three years, and was especially robust in preventing hospitalization,” said Takeda Vice President of Dengue Global Program Derek Wallace in a news release. “These results reinforce my confidence that TAK-003 can help address the significant global burden of dengue.”

(Source: Takeda [News Release](#), 5/22/21) ◆

## CALENDAR

**Note to subscribers:** Submissions for a free listing in this calendar (published weekly) are welcome. Send information to [newsletter@americasblood.org](mailto:newsletter@americasblood.org) 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

June 9-10. **South Central Association of Blood Banks (SCABB) Advanced Immunohematology and Molecular Symposium (AIMS<sup>SM</sup>), a Hybrid Event, Orlando, Fla. or Virtual.** More details available [here](#).

June 11-12. **South Central Association of Blood Banks (SCABB) Annual Meeting & Exhibit Show (ENGAGE), a Hybrid Event, Orlando, Fla. or Virtual.** More details available [here](#).

Aug. 4. **ABC Medical Directors Workshop, Cleveland, Ohio.** More details coming [soon](#).

Aug. 5-6. **ABC Summer Summit, Cleveland, Ohio.** More details coming [soon](#).

Aug. 17-19. **2021 ADRP Conference, Kansas City, Mo.** [Registration](#) is open. More details available [here](#).

Sept. 15-17. **4<sup>th</sup> European Conference on Donor Health and Management, Hamburg, Germany.** Registration is [open](#). More details available [here](#).

Sept. 22. **11<sup>th</sup> Anniversary Symposium on Red Cell Genotyping 2021: The New Normal, Bethesda, MD (Hybrid).** For more information click [here](#) or contact [Natasha Leon](#).

Oct. 17-19. **AABB Annual Meeting (Virtual).** More details available [here](#). ♦

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

- **ABC Webinar (sponsored by WellSky): Blood Product Manufacturing: "Driving Efficiencies by Automating Exception Processes"** – June 2<sup>nd</sup> from 2 – 3 p.m. (EDT). [Registration](#) open to all.
- **ABC SMT Journal Club Webinar** – July 26<sup>th</sup> from 3 – 4 p.m. (EDT). More details coming soon.

### 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!

### 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](mailto:newsletter@americasblood.org)



## POSITIONS

**Donor Resources Manager.** Assists to oversee and manage the Recruitment Department staff in order to align production opportunities with need. This position is responsible for assisting with maintaining the Donor Recruitment calendar drives and staff to ensure all are aligned with organizational goals and efficiencies. This position works with the Donor Relations Representatives and the Donor Recruiters to supervise the planning and logistics of blood drives in order to facilitate goal-making aligned with inventory and usage projections. Candidate is responsible for supporting the growth and goals of the company and the Donor Resources Department by having an expert knowledge of HemaTerra in order to lead in the continued integration and usage of the HemaConnect donor recruitment software for The Blood Connection employees and blood drive coordinators by providing effective training and superior customer service. Minimum Qualifications: Bachelor's Degree or three plus years of blood banking experience or three plus years of proven outside sales experience in a service-related industry. Outside sales, marketing, or customer service experience required. Valid Driver's License with no major infractions and dependable transportation. Ability to communicate effectively, tactfully, and courteously to patrons, donors, sponsors, and co-workers Please complete your application online at: [www.thebloodconnection.org](http://www.thebloodconnection.org).

**Reference Laboratory Technologist.** ImpactLife is offering a full time (Mon-Fri 4pm-12am, with on-call rotation) opportunity to join our team in the St. Louis, MO area. This individual will perform antibody testing, antigen typing, and provide consultation to hospital staff as needed. Must possess MT/MLS certification w/ ASCP or equivalent, SBB a plus. Three year's Blood Banking experience in the past five years is preferred. MLT applicants holding an associate degree with two to three year's blood bank experience are encouraged to apply. We offer an opportunity to be a part of a dedicated team that makes us a recognized leader in the blood center industry, an environment that makes work/life balance a priority with a generous paid time off account, a fantastic benefit package and a competitive salary. Please check out our website for more information and to apply: <https://www.bloodcenter.org/join/>.

**Blood Donor Collections Manager - Blood Donor Center (Massachusetts General Hospital, Harvard Medical School).** The Massachusetts General Hospital Blood Donor Center is currently hiring a Collections Manager. The Donor Collections Manager is responsible for the organization and management of Donor Service In-House collection facilities, the Blood Donor Mobile Units and the Component Processing Laboratory, as well as, the implementation of policies and procedures, staffing and evaluation of all staff. The Donor Collections Manager has a primary reporting relationship to the Medical Director and a secondary reporting relationship to the

Director of Operations, Lab and Molecular Medicine. The Donor Collections Manager is functionally responsible for coordinating clinical, educational, and administrative activities of the Blood Donor Center, Blood Donor Mobile Units, Apheresis Collections, and the Component Processing Lab. The Donor Collections Manager is an extension of the Medical Director and works to ensure competent, compassionate care to the donors, and to their families. The Standards of Practice of the AABB and the Philosophy of the Blood Donor Center form the basis of such care. The ideal candidate will have three to five years of supervisory experience in blood collection and a bachelor's degree. To view the complete job posting and apply, please click [here](#). Interested candidates can also contact Elana Greenfield at: [egreenfield1@mgh.harvard.edu](mailto:egreenfield1@mgh.harvard.edu).

**Manager, Immunohematology Reference Laboratory (QualTex Laboratories - San Antonio, Texas).** Exciting opportunity to work for QualTex Laboratories as a Manager, Immunohematology Reference Laboratory. This position manages the IRL for our organization which boasts a 3 shift, 7 day per week operation that serves multiple clients. Requirements are: Bachelor's degree in an area of applied science. Six years of Immunohematology Reference Laboratory experience or Blood Bank experience. Two years of leadership experience. MT/MLS certification from an accredited body. If you are ready to take the next step in your career and manage a high performing group of blood bankers, please use the link below to find out more and apply. QualTex Laboratories offers competitive salary and benefit package, Paid Time Off, Paid Holidays, 401(k) plan, and other benefits. Please click [here](#) to apply.

**Donor Services Performance Operations Manager (Oklahoma City, Okla.).** The Donor Services Performance Manager will focus on the staff performance of key metrics for the Oklahoma City mobile operations. The manager will implement programs to ensure individuals achieve goal for key metrics. He/She will ensure staff compliance of all standard operating procedures. Qualifications: Bachelor's degree or equivalent work experience, three years supervisor or management experience sales related experience, strong spoken and written communication skills, ability to track and trend data and implement appropriate action based on analysis, diplomatic interpersonal style with excellent conflict resolution techniques, and goal achievement driven. Salary Range: Competitive salary to include excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, tuition reimbursement and holiday pay. How to apply: <http://obi.org/careers/>.

**Director Cellular Life Solutions (CLS).** Reporting to the Chief Medical Officer, this position is responsible for effectively developing and managing all operational,

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**POSITIONS** (continued from page 9)

quality management and business development aspects of cellular and gene therapy activities at The Blood Center. This includes operational and quality management of Cellular Life Solutions' Medical Apheresis Center, which collects peripheral blood stem cells, as well as a variety of allogeneic and autologous cells for clinical treatment and research. Responsibilities: Develop and implement strategic goals and operations for Cellular Life Solutions' products and services. Direct supervision of CLS and staff, and ensuring staff is properly trained to perform duties adequately and maintain staffing levels. Cultivate and maintain a high-profile relationship with NMDP, accrediting agencies and institutions and related professional organizations (such as AABB, America's Blood Centers, American Society for Apheresis, Standards Coordinating Body, Blood Centers of America, Be The Match Biotherapies); including other state and regional Donor Centers, Blood Centers, academic and research hospitals, and laboratories within and outside our region. Bachelor's degree from an accredited college or university; business, medical science or related field is preferred, with a minimum of five years of previous job-related experience or training to include management experience in a regulated environment. Please click [here](#) to view the full job description and apply.

**Outside Sales Representative/Event Planner (Lawton, Okla.).** Outside sales representatives 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/>.

**Outside Sales Representative/Event Planner (Ardmore, Okla.).** Outside sales representatives 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/>.

**Technical Manager.** LifeSouth Community Blood Centers is currently seeking a skilled individual for a Technical Manager position in Gainesville, FL. This position is responsible for managing production through subordinate coordinators and staff. The selected candidate will also be fully accountable for costs, methods, personnel, quality, inventory and distribution within the Components Laboratory and Hospital Services departments. Bachelor's degree in a science related field required. Certified Medical Laboratory Technician (MLT) with experience in transfusion services required. Medical Technologist (MT) license preferred. Previous management experience preferred. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. VEVRAA Federal Contractor. Click [here](#) to apply.

**Medical Technologist/Transfusion Technical Specialist (Lee Health - Fort Myers and Cape Coral, FL; \$10,000 Sign-on Bonus (2 years' experience) plus \$2,500 relocation allowance if more than 50 miles from Lee Health, great benefits, and growth opportunities!).** Lee Health is looking for a talented and caring Medical Technologists/Transfusion Technical Specialist to join our exceptional team. We are a well-respected

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**POSITIONS** (continued from page 10)

health system dedicated to providing a caring, compassionate, safe, and healthy environment. Now is the best time to join our caring, compassionate team at Lee Health in Fort Myers, Naples, and Cape Coral, Florida. To meet our growing needs, we are offering relocation and an exceptional hiring incentive package for qualified candidates selected to join our team! For more information, please call Anne at (239) 343-9989 or email at [Anne.Herndon@LeeHealth.org](mailto:Anne.Herndon@LeeHealth.org). Requirements: Bachelor's degree required. Five years' Laboratory experience. Five years minimum supervisory experience in Transfusion Services. DPR Supervisor Lab License. Clinical Laboratory Supervisor in Immunohematology. To learn more and apply, please visit: <https://jobs.lee-health.org/mts>. Drug/Tobacco - free workplace. EOE ♦