



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2021 #20

June 4, 2021

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NIH Study Finds U.S. Blood Donations are Safe Under Current COVID-19 Screening Guidelines

The National Institutes of Health (NIH) issued a news release on June 1st announcing that the results of an agency study “found that SARS-CoV-2, the virus that causes COVID-19, does not appear to pose a threat to the safety of the nation’s blood supply.” The findings have been published in *Transfusion* and according to NIH, “supports current donor screening guidelines, including [those](#) used by the U.S. Food and Drug Administration (FDA), that do not require testing blood samples for the SARS-CoV-2 virus but do require that donors be screened for physical symptoms of COVID-19 and for infections that occurred within 14 days of the blood donation. The blood of donors with recent COVID-19 infections, or who develop infections after recent donations, cannot be used. After reviewing test results for the presence of SARS-CoV-2 in thousands of blood donations across the country, researchers found no reason to alter the current blood donor screening practices that are in place because of the COVID-19 pandemic.”

Specifically, the analysis included “7,995 pools of donated blood, representative of 257,809 single blood donations collected between March and September 2020 from six U.S. metropolitan regions. Researchers concluded the likelihood of a transfusion recipient receiving blood with trace amounts of SARS-CoV-2 was approximately .001 percent — a little over 1 in 100,000 — and that the likelihood of SARS-CoV-2 transmission by blood transfusion was insignificant compared to airborne transmission. Highly sensitive nucleic acid amplification tests, which have been documented to be 99.96 percent effective at detecting genetic components of the virus in blood, were used to screen blood donations. Of the thousands of samples tested, just three came back positive, all with very low concentrations of the virus.”

The findings align with the results of similar studies according to the researchers. “Other studies have shown that in rare cases where a blood sample tested positive, transmission by blood transfusion has not occurred” said Sonia Bakkour, PhD, a scientist at the Vitalant Research Institute and part of the research team, in the news release. “Therefore, it appears safe to receive blood as a transfusion recipient and to keep donating blood, without fear of transmitting COVID-19 as long as current screenings are used...The conclusion that SARS-CoV-2 does not threaten the safety of the nation’s blood supply under current guidelines mirrors results of similar studies conducted in Korea, Pakistan, China, and France. Those studies found that among the rare cases in which SARS-CoV-2 was detected in a blood donation, it contained a low viral load and did not result in transmission of COVID-19. The study was conducted by the NHLBI Recipient Epidemiology and Donor Evaluation Study (REDS) Program.”

(Source: NIH News Release, 6/1/21) 💧

RESEARCH IN BRIEF

Ferritin Testing Has the Potential to Impact Availability of Canadian Donors. An article appearing in *Vox Sanguinis* studied the “impact of donor ferritin testing, extended inter-donation interval (IDI), and donor behavior, following a low ferritin result, on blood product availability [as] the majority of whole blood (WB) units in Canada come from repeat donors.” The authors stated that a “[s]imulation [was] used to assess the impact on WB collections of ferritin testing for repeat donors found to have a [low] ferritin level...A custom-built simulation model was constructed.” It ran “a set of experiments focusing on blood product availability following the implementation of donor ferritin testing.” The researcher noted that, “[f]erritin data was from 12,595 Canadian Blood Service WB donors...Ferritin data was then combined with operational donor data for all WB donors in 2017 to build empirical distributions that determine[d] the probability that a donor of a given gender, age, and donation history [would] have either a normal (≥ 26 $\mu\text{g/L}$), low (12–25 $\mu\text{g/L}$), or very low (below 12 $\mu\text{g/L}$) ferritin level...Data on donor behavior following a low ferritin result were taken from a follow up study conducted by Goldman *et al.*” An extended IDI would mean “donors with acceptable ferritin levels [could] donate after 56 days, if male, or 84 days, if female; donors with a low or very low ferritin level [were] deferred for a six-month period [resulting in] donations declin[ing] by 3.1 percent...Low ferritin was shown to influence donor behavior...If only donor retention change[d], a decrease of 9.5 percent” was predicted. “If only donation frequency change[d], a decrease of 19.2 percent [was] suggested...When both donor retention and donation frequency change[d], a decrease of 17.0 percent [was] suggested.” The authors “conclude[d] that programs to manage donor behavior must be deployed with ferritin testing...The results show[ed] that while extensions to mandated IDI will affect WB collections, the impact created by continuing changes in donor behavior following a low ferritin test [were] much more significant for the blood supply...Thus, blood agencies must proactively manage their donor base to ensure that iron stores are not depleted and that, if low iron stores are detected, donors are motivated to modify lifestyle and, when healthy, return to the donor pool.”

Citation: Blake, J.T., O’Brien, S.F., Goldman, M. [The impact of donor ferritin testing on blood availability in Canada](#). *Vox Sanguinis*. 2021.

Contributed by Richard Gammon, MD, Medical Director at OneBlood 

WORD IN WASHINGTON

The Administration released funding requests for its fiscal year 2022 budget. It includes \$8.7 billion in discretionary funding for the Centers for Disease Control and Prevention (CDC). This would be the “largest budget authority increase in nearly two decades...to restore capacity at the world’s preeminent public health agency.

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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.

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Building on the investments in the American Rescue Plan, CDC would use this additional funding to support core public health capacity improvements in States and Territories, modernize public health data collection nationwide, train new epidemiologists and other public health experts, and rebuild international capacity to detect, prepare for, and respond to emerging global threats.” CDC Director Rochelle P. Walensky, MD, MPH stated in an agency [announcement](#), “[t]his budget request begins to address the critical needs to improve the public health system for America. The nation, and the world, faced incredible challenges responding to the COVID-19 pandemic. Investing in long-term, sustainable programs and systems to address deficits in the public health system – equitably for all Americans – will put the nation on better footing to confront future threats...The FY 2022 budget request for CDC and the Agency for Toxic Substances and Disease Registry (ATSDR) includes a total funding level of \$9.6 billion in discretionary budget authority, Public Health Service (PHS) Evaluation funds, and the Prevention and Public Health Fund (PPHF). This is an increase of \$1.7 billion above the FY 2021 Enacted. These amounts include \$81.75 million for ATSDR—an increase of \$3.75 million over FY 2021 Enacted. When accounting for all resources, including mandatory programs, the budget includes a total program levels of \$15.4 billion for CDC. The budget also includes \$10.7 billion in discretionary funding for the U.S. Department of Health and Human Services (HHS). This is a \$3.9 billion increase over the 2021 enacted level and would be used to support research, prevention, treatment, and recovery support services.” It also includes \$670 to “help accelerate and strengthen efforts to end the HIV/AIDS epidemic.” HHS Secretary Xavier Becerra, JD added in an HHS [news release](#), “[t]he Strategic National Stockpile, within the HHS Office of the Assistant Secretary for Preparedness and Response, has served a critical role in the COVID-19 response, deploying personal protective equipment, ventilators, and medical supplies to states, cities, and territories across the country. The budget provides \$905 million for the stockpile, \$200 million above FY 2021, to ensure the stockpile is ready to respond to future pandemic events and any other public health threats, including maintaining a robust inventory of critical medical supplies and modernizing the stockpile’s distribution model. The budget also supports a strong public health workforce, and addresses gaps in the existing public health infrastructure, including at the state and local levels. In addition to discretionary investments, the budget includes mandatory funding, \$30 billion over four years, in HHS, the Department of Defense, and the Department of Energy for medical countermeasures manufacturing and related activities to create jobs and prepare Americans for future pandemics. During this pandemic, we have seen the critical role of the Centers for Disease Control and Prevention (CDC). To ensure that CDC is well positioned to address current and emerging public health threats, the budget restores capacity to the world’s preeminent public health agency, by investing an additional \$1.6 billion over the FY 2021 level.” The complete budget is available [here](#).

(Source: Administration [Budget](#), 6/2/21) 💧

BRIEFLY NOTED

In honor of World Blood Donor Day, Facebook is hosting a global blood donation virtual event on June 10th for partner organizations. During the “Global Forum on Blood Donations: Inspiring the Next Generation of Blood Donors” event, individuals will have the opportunity to learn about innovative strategies to engage young blood donors. The event will be streamed throughout the day and subtitled in five different languages. It will also feature a fireside chat with Facebook Head of Health Kang-Xing Jin and youth blood donations advocate Narmin Rahimova as well as a panel discussion with experts from India, Rwanda and Brazil.” Registration is open with more details available [here](#) including an [agenda](#), list of [speakers](#), and [FAQs](#).

(Source: Facebook [Announcement](#) 6/2/21) 💧



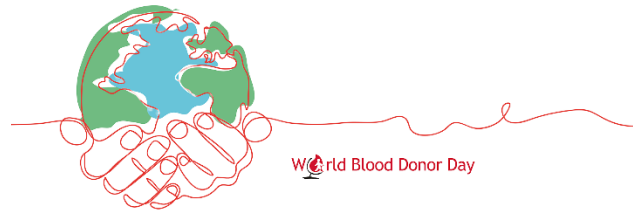
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INSIDE ABC

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

Participate in ADRP Mosaic for World Blood Donor Day

ADRP, an International Division of America's Blood Centers, is asking blood centers to encourage their donors to participate in a [video mosaic project](#). Blood donors can submit a photo to show their support for blood donation and help raise awareness of the need for blood on World Blood Donor Day (WBDD), June 14th. The photos will be part of a video mosaic being created to celebrate WBDD. Recognized annually, WBDD raises awareness of the need for safe blood and blood products and thanks individuals for being voluntary blood donors. Italy is this year's host nation, and the theme is "Give Blood and Keep the World Beating." You can find events and resources from Italy in celebration of WBDD [here](#). Additional social media assets for WBDD are also [available](#).



2021 ABC Summer Meeting Will Be In-Person

America's Blood Centers (ABC) announced that the 2021 [Medical Directors Workshop](#) and [Summer Summit](#) will take place in-person in Cleveland, Ohio August 4th-6th. 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.



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.



MEMBER NEWS

Héma-Québec recently [underwent](#) a performance audit that covered April 2015 – March 2020 to “validate whether Héma-Québec had met the needs of Quebecers for blood and plasma products in an efficient and timely manner. The audit focused especially on the supply aspects of blood and plasma-based products and the efficacy of the organization’s information technology assets.” Héma-Québec President and Chief Executive Officer Nathalie Fagnan stated in a news release, “[w]e subscribe fully to the recommendations to achieve optimal management. Héma-Québec has already begun its transformation and developed a plan to upgrade technologically and operationally. “It is important to mention that Héma-Québec continues to supply Quebecers with all the blood products and plasma-derived products needed. In an environment in which large segments of social and economic activities were disrupted, our organization dealt with all the major impacts of the pandemic and adapted its strategies to maintain an uninterrupted supply of blood and plasma products. This was possible, first and foremost, thanks to the commitment and confidence of donors and volunteers who answered the call. The work carried on seamlessly during the pandemic, thanks to our employees who compensated for systems and tools that must be optimized.”

(Source: Héma-Québec [News Release](#), 6/2/21)

MEDIC Regional Blood Center (Knoxville, Tenn.) shared the results of its “Parrot Head” (a term used to describe fans of Jimmy Buffet) week celebration. Continuing the more than 15-year tradition at the blood center, MEDIC registered 2,346 donors who provided 2,166 units of blood. The island themed celebration featured food, musical entertainment from Barry Jolly, a special edition Parrot Head themed t-shirt, and a chance to win other raffle prizes.

(Source: MEDIC Regional Blood Center Announcement, 5/31/21)



PEOPLE



George “Bud” Scholl, president and chief executive officer of OneBlood, has been selected as the 2021 recipient of the South-Central Association of Blood Bank’s (SCABB) Bill T. Teague Cornerstone Award. This distinction honors an individual or institution of SCABB who has “contributed in an extraordinary way to the success of SCABB. Mr. Scholl’s contributions to the organization included “facilitating the joining of the Florida Association of Blood Banks into the SCABB membership.” Mr. Scholl will be honored on June 11th during the SCABB Awards Luncheon in Orlando, Fla. The award honors the legacy of Bill T. Teague who was a champion of SCABB and the blood banking industry.

(Source: OneBlood Announcement, 6/2/21) ◆

GLOBAL NEWS

NHS Blood and Transplant (NHSBT), the national blood provider for England and transplant services for the United Kingdom (UK) [unveiled](#) a new plan to make the UK the “world-leader in organ donation and transplantation.” The new strategy titled “[The Organ Donation and Transplantation: Meeting the Need](#)” outlines the strategic vision and goals for the next decade that include increasing organ donation consent rates and “making the most of donated organs for transplant.” The document lists six areas for action:

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GLOBAL NEWS (continued from page 5)

- “[f]or living and deceased donation to become an expected part of care, where clinically appropriate, for all in society;
- [f]or optimal organ utili[z]ation in every organ group, benefitting from new technologies and techniques;
- [t]o make the most effective use of a precious donor organ, ensuring that recipient outcomes are amongst the best in the world;
- [t]o enable people of all backgrounds and circumstances to have timely access to the organ they need;
- [t]o secure a sustainable service across the UK, making the most of every opportunity for a donation and a transplant, as donation numbers increase due to the new legislation; and
- [t]o build a pioneering culture of research and innovation in donation and transplantation in the UK.”

NHSBT Chief Executive Betsy Bassis stated in a news release, “[t]his new strategy sets out our ambitions to be world leaders in organ donation and transplantation. We aim to balance the evolution of current best practice with a revolution in new technologies and research to deliver real improvements for people in need of a transplant. Despite significant progress, there remain substantial challenges — and opportunities — to securing a suitable organ for everyone who needs a transplant. Some initiatives from the previous strategies will continue, whilst we look to implement new ones with the potential to increase the numbers of both living and deceased donation. These will, in turn, deliver real improvements for people in desperate need of a transplant.” Anthony Clarkson, director of Organ and Tissue Donation and Transplantation at NHSBT added, “[t]here is no doubt that this is an ambitious strategy, but we need to be ambitious and set the bar high if we are going to achieve our aim of saving even more lives by designing the very best organ donation and transplantation service in the world. The strategy brings together living and deceased donation for the first time and relies on all those in the donation and transplant community across the UK to deliver it. There is a genuine desire to ensure that every donation opportunity is taken, and that every precious donated organ that can be safely transplanted to save and improve someone’s life, is transplanted.”

(Source: NHSBT [News Release](#), 6/1/21)

The European Medicines Agency (EMA) granted a [request](#) for “accelerated assessment” of BioMarin Pharmaceutical Inc.’s therapy (valoctocogene roxaparvovec) to treat adults with severe hemophilia A. According to a news release from BioMarin, the accelerated assessment “reduces the time frame for the EMA Committee for Medicinal Products for Human Use (CHMP) and Committee for Advanced Therapies (CAT) to review a marketing authori[z]ation application (MAA) for an Advanced Therapy Medicinal Product (ATMP). A CHMP opinion is expected in the first half of 2022.” The company intends to submit an MAA this month accompanied by a year’s worth of data “the Phase 3 GENEr8-1 study, as well as four and three years of follow-up from the respective dose cohorts in the ongoing Phase I/II dose escalation study.” Hank Fuchs, MD, president of Worldwide Research and Development at BioMarin, added in a company news release, “BioMarin is pleased that the EMA has granted accelerated assessment for the review of valoctocogene roxaparvovec, which acknowledges its therapeutic innovative potential, and the unmet medical need that exists. We continue to work closely with the EMA to make valoctocogene roxaparvovec, the potential first gene therapy to treat hemophilia A, available as soon as possible.”

(Source: BioMarin Pharmaceutical, Inc. [News Release](#), 5/24/21)

The World Health Organization [announced](#) that it will refer to variants of SARS-CoV-2 using letters of the Greek alphabet. According to a WHO statement, “[t]hese labels were chosen after wide consultation and a review of many potential naming systems. WHO convened an expert group of partners from around

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GLOBAL NEWS (continued from page 6)

the world to do so, including experts who are part of existing naming systems, nomenclature and virus taxonomic experts, researchers, and national authorities. WHO will assign labels for those variants that are designated as Variants of Interest or Variants of Concern by the WHO. These will be posted on the WHO [website](#). [The] labels do not replace existing scientific names (e.g., those assigned by GISAID, Nextstrain and Pango), which convey important scientific information and will continue to be used in research. While they have their advantages, these scientific names can be difficult to say and recall, and are prone to misreporting. As a result, people often resort to calling variants by the places where they are detected, which is stigmatizing and discriminatory. To avoid this and to simplify public communications, WHO encourages national authorities, media outlets and others to adopt these new labels.”

(Source: WHO [Statement](#), 5/31/21) ◆

COMPANY NEWS

Grifols [announced](#) a partnership with the Korean Red Cross on June 3rd to use its Procleix Panther System to test 94 percent of South Korea’s blood donations. As part of the partnership, Grifols will supply the Korean Red Cross with 28 testing systems to be “deployed” in the coming months across three laboratory sites. “Increasingly countries in the Asia-Pacific region are relying on the innovative, robust and efficient screening capabilities of the Procleix Panther System to protect their blood supplies,” said Grifols Diagnostic Commercial Division President David Dew in a company news release. “The combination of Grifols quality, safety and cutting-edge technology is making an important difference in enhancing the health and well-being of patients.”

(Source: Grifols [News Release](#), 6/3/21)

Moderna, Inc. has [begun](#) the “rolling submission process with the U.S. Food and Drug Administration (FDA) for a Biologics License Application (BLA) for the licensure of its messenger RNA (mRNA) COVID-19 Vaccine to prevent COVID-19 in individuals 18 years of age and older” according to a company news release. “We are pleased to announce this important step in the U.S. regulatory process for a BLA of our COVID-19 vaccine,” said Moderna Chief Executive Officer Stéphane Bancel in the announcement. “We look forward to working with the FDA and will continue to submit data from our Phase 3 study and complete the rolling submission.” The FDA granted emergency use authorization (EUA) to the Moderna COVID-19 vaccine in December 2020 and more than 124 million doses have been administered in the U.S.

(Source: Moderna, Inc. [News Release](#), 6/1/21)

The FDA has [granted](#) the EUA designation to an investigational monoclonal antibody therapy for COVID-19 from **GlaxoSmithKline plc** and **Vir Biotechnology, Inc.** “With the authorization of this monoclonal antibody treatment, we are providing another option to help keep high-risk patients with COVID-19 out of the hospital,” said Patrizia Cavazzoni, MD, director of the FDA’s Center for Drug Evaluation and Research, in the agency announcement. “It is important to expand the arsenal of monoclonal antibody therapies that are expected to retain activity against the circulating variants of COVID-19 in the U.S.” The EUA applies to treatment of mild-to-moderate COVID-19 in adults and children 12 years of age or older that have tested positive for COVID-19 and are at high risk “for progression” to severe COVID-19. “Our distinctive scientific approach has led to a single monoclonal antibody that, based on an interim analysis, resulted in an 85 percent reduction in all-cause hospitali[z]ations or death, and has demonstrated, *in vitro*, that it retains activity against all known variants of concern, including the emerging variant from India,” said Vir CEO George Scangos, PhD in the [news release](#). “I believe that sotrovimab is a critical new treatment option in the fight against the current pandemic and potentially for future coronavirus outbreaks, as well. At Vir, our

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COMPANY NEWS (continued from page 7)

aim is not only to deliver a clinically effective therapy for COVID-19, but also to provide effective therapy against SARS-CoV-2 variants and potential pandemics of tomorrow.” GlaxoSmithKline Chief Scientific Officer and President of Research and Development, Hal Barron, MD, added “[i]n just over a year since starting our collaboration and in less than 10 months since beginning clinical trials, we are delighted that, as of today, the benefits of this unique monoclonal antibody will now be available to patients in need.”

(Sources: FDA [Announcement](#), 5/26/21; GlaxoSmithKline plc and Vir Biotechnology, Inc. [News Release](#), 5/26/21) 💧

Upcoming ABC Webinars – Don’t Miss Out!

- **ABC SMT Journal Club Webinar** – July 26th from 3 – 4 p.m. (EDT). More details coming soon.

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

June 9-10. **South Central Association of Blood Banks (SCABB) Advanced Immunohematology and Molecular Symposium (AIMSSM), 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. **4th European Conference on Donor Health and Management, Hamburg, Germany.** Registration is [open](#). More details available [here](#).

Sept. 22. **11th 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](#).

Nov. 3-4. **The Biomedical Advanced Research and Development Authority (BARDA) Industry Day (Virtual).** More details available [here](#). 💧

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

POSITIONS

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 (Tulsa, 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/>.

Executive Director - Coffee Memorial Blood Center (Amarillo, Texas). Coffee Memorial Blood Center is seeking a "community spirited" professional to LEAD its Amarillo team in fulfilling the mission to recruit blood donors, drive sponsors, and volunteers and to store and deliver blood units for local hospitals. This public-facing, "visible" position not only requires an outgoing, bright, and energetic personality to foster relationships, but also demands detailed attention to planning, communication,

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POSITIONS (continued from page 9)

regulations, finances, and personnel. Significant successes in project management and organizational expansion and entrepreneurship are desirable. Connectivity with regional leaders and access to key social networks would also be positives. The successful candidate will present and maintain a credible, positive image of Coffee Memorial Blood Center in the local community. He/She will act as a liaison between Coffee Memorial Blood Center and the community, organizations, and residents. Applicants should be goal-driven self-starters who have strong interpersonal, organizational, and analytic skills. They should be able to motivate and inspire diverse constituencies including donors, sponsors, staff, and volunteers. 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: <https://www.thegiftoflife.org>.

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.

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.

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. 💧