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ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2021 #22 **June 18, 2021**

INSIDE:

Blood Community Holds Meeting with Assistant Secretary for Health

On June 15th, America's Blood Centers (ABC), AABB, and the American Red Cross met with Rachel Levine, MD, the new U.S. Assistant Secretary for Health (ASH) and nation's blood safety officer, at the U.S. Department of Health and Human Services (HHS). This initial meeting introduced Dr. Levine to the blood community and provided her with an overview of the country's blood supply and current challenges facing the industry. It served as a follow-up to the welcome letter ABC sent to Dr. Levine following her confirmation.

The meeting also provided Dr. Levine with a brief synopsis on blood donations and collections, processing and testing, and distribution and transfusion. She learned about the response efforts of the blood community during the COVID-19 pandemic in collecting convalescent plasma as a potential therapy for COVID-19 while continuing to ensure the availability of blood components for patient needs. The challenges that blood centers faced during the pandemic were also discussed.

After outlining the current situation with the U.S. blood supply, the blood community urged the ASH to act upon the CARES Act mandated national awareness campaign. Dr. Levine committed to working on a communications plan to provide the blood community with HHS-supported messaging that blood centers can use to raise awareness of the ongoing need for blood. She also indicated that she would brief the Secretary of HHS on the concerns of the blood community. ABC has continued to provide the Office of the ASH (OASH) with additional information and resources to ensure collaboration and alignment between blood collectors and HHS messaging.

Dr. Levine remained actively engaged throughout the call and is committed to working with blood centers in support of a safe and available blood supply and ongoing engagement with blood centers and the blood community. The meeting was a positive first step in establishing working relationship with the new ASH.

Contributed by Diane Calmus, JD, Senior Director Federal Government Affairs at ABC

Congressional Members Send Letter to FDA in Support of ADVANCE Study

On June 10th, Reps. Carolyn B. Maloney (D-N.Y.) Val B. Demings (D-Fla.), Mike Quigley (D-Ill.), Adam B. Schiff (D-Calif.), Barbara Lee (D-Calif.), and Ritchie Torres (D-N.Y.) expressed their support of the Assessing Donor Variability and New Concepts in Eligibility (ADVANCE) Study in a letter to Acting U.S. Food and Drug Administration Commissioner Janet Woodcock, MD. The letter states, "[o]n June 12, 2016, 49 innocent men and women were murdered in a place of refuge for many in the LGBTQ+ and Latino communities, Pulse Nightclub. Through the grief and pain, thousands rallied to support the victims and survivors including blood donation. However, many gay and bisexual men were prohibited from donating desperately needed blood, compounding pain across the community… For these reasons, we applaud the FDA's decision to launch a pilot study that will utilize an individual blood donation questionnaire to assess risk factors that could indicate possible infection with a transfusion transmissible infection, including HIV. We appreciate that the FDA has been willing to engage in discussions specific to the MSM deferral policy and revise guidance following Pulse, which included modifying the blanket ban to 12-months and again to 3-months deferral periods. These are steps in the right direction, but ultimately reductions in the ban should not be tied specifically to sexual orientation or disaster-based supply issues…Although the COVID-19 public health emergency has strained resources across federal, state, and local governments, we believe that the FDA's continued robust support for the ADVANCE Study is of significant interest to health security." The full letter is available here.

(Source: Rep. Carolyn B. Maloney News Release, 6/11/21)

International Blood transfusion Genomics Consortium Program Aims for More Accurate Blood Typing

The Blood transfusion Genomics Consortium announced a collaboration of international blood centers supported by NIHR BioResource and Thermo Fisher Scientific that seeks "to validate for clinical use an affordable single DNA-based blood typing test, pioneered in the NIHR BioResource studies 07 and 89 to improve the match between donors of blood and the patients who receive the blood transfusion. By working collaboratively between 10 countries across four continents, the adaptation of this new approach based on genomics, which was pioneered in Cambridge, will for the first time set international standards for testing and for the use of blood transfusion therapy with the ultimate goal to improve the safety and efficacy of blood transfusion for the millions of patients we serve."

According to the news release, "[u]sing samples from 8,000 blood donors, the results from the newly designed test have been compared with those of tests currently used by blood services and excellent agreement

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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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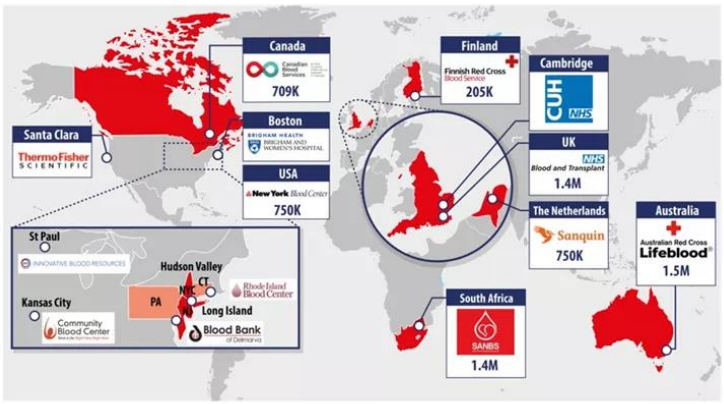
International Blood transfusion Genomics Consortium (continued from page 2)

(99.9 percent concordance) was observed. Of note, almost halve of the small number (73) of differences were caused by record entry errors in the results for the currently used tests…To bring this precision medicine test to the bedside, operational validation and regulatory acceptance is required. To deliver this, Consortium researchers have developed a well-defined study protocol with precise timelines for delivery. By using the samples and antigen typing data of almost 100,000 blood donors from the 7 blood services collaborating in this study, it is anticipated that industry acceptance and regulatory approval can be completed over a 24-month period. Once validated, the test will be used to support clinical trials at hospitals supported by the seven blood services participating in the Consortium, in anticipation of introduction of the test platform internationally. The Consortium participants hope to open up broader national and international access to a new generation of blood type analyses using genomic technologies to improve patient care around the globe."

Cambridge University Hospital is "coordinating" the consortium, which features medical experts specializing in the treatment of "an[e]mia and other blood cell disorders, blood transfusion, computer science, population statistics and genomics." The consortium members include:

- Australian Red Cross Lifeblood;
- Brigham and Women's Hospital;
- Cambridge University Hospitals;
- Canadian Blood Services;
- Finnish Red Cross Blood Service;
- NHS Blood and Transplant;
- New York Blood Center;
- Sanquin;
- South African National Blood Service; and
- Thermo Fisher Scientific.



The news release also adds that, "[o]rgani[z]ations interested in joining are advised to visit the Consortium's website at www.bgc.io to look whether they qualify as possible future Members of the Consortium."

(Source: Blood transfusion Genomics Consortium News Release, 6/14/21)

RESEARCH IN BRIEF

A comparison of X- and gamma-irradiation on red cell storage quality. A study published in *Vox Sanguinis* was "designed to ascertain whether red cell storage quality is adequate for red cell components transfused to all age[s] from fetuses to adult[s] following x- [and gamma- ray] irradiation." The authors explained that "[p]aired units of red cell concentrates (RCC), neonatal red cell splits (RCS), red cells for intra-uterine transfusion (IUT) or neonatal exchange transfusion (ExTx) were either gamma- or x-irradiated…Units were sampled and tested for five storage parameters until the end of shelf life." The researchers noted that, "[e]quivalence analysis of storage quality parameters was performed for pairs of the same components…All units were within specification except one ExTx pool [that] was marginally outside specification…The two irradiation types were equivalent for hemolysis, except for the ExTx where x-irradiated red cells showed 1.6 times higher mean hemolysis than gamma-irradiated red cells one-day post-irradiation." "Supernatant potassium as well as supernatant potassium [millimoles per liter] (mmol/l), was found to be equivalent between gamma and x irradiation for all components." The authors found that, "[a]denosine triphosphate (ATP) showed a decrease over storage for all arms…All comparisons were

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RESEARCH IN BRIEF (continued from page 3)

deemed equivalent between gamma- and x-irradiation for this parameter except for the IUT where equivalence was not established due to ATP levels being higher with x-irradiation compared to gamma-irradiation…In all arms, 100 percent of units had ≥2.3 µmol/gHb ATP, which is the recommended minimum for acceptable post-transfusion survival…Metabolite 2,3-[diphosphoglycerate] (DPG) was only measured in early storage as it is depleted by day 14." The researchers stated that, "[t]he two methodologies were deemed equivalent for the IUT and ExTx comparison, but not for the RCS comparison on day 12 of storage…In this study, the two irradiation processes were found to be equivalent in terms of lactate production for all components studied." The authors concluded that, "despite small differences identified that suggest slight worsening of red cell quality post-x-irradiation compared with gamma-irradiation, specifically hemolysis and 2,3-DPG levels, these [were] not considered clinically significant; therefore, [gamma-] and x-irradiated red cell components studied here (RCC, RCS, IUT and ExTx) are of acceptable quality by the end of storage."

Citation: Meli, A., Balanant, M.A., New, H.V., *et al*. A comparison of the effect of X and gamma irradiation on red cell storage quality. *Vox Sang*. 2021.

Contributed by Richard Gammon, MD, Medical Director at OneBlood

BRIEFLY NOTED

The U.S. Food and Drug Administration (FDA) plans to resume full onsite domestic facility inspections by the end of the summer according to a report from *Inside Health Policy*. Acting FDA Commissioner Janet Woodcock, MD made the announcement during a Senate Appropriations subcommittee hearing regarding the agency's budget. In May, the agency released a roadmap for inspections titled "Resiliency Roadmap for FDA Inspectional Oversight." The agency states that the document outlines "the agency's inspectional activities during the COVID-19 pandemic" in addition to providing a "detailed plan to move toward a more consistent state of operations, including the FDA's priorities related to this work going forward."

(Source: *Inside Health Policy*, FDA Will Resume Full Onsite Domestic Inspection Program This Summer, 6/10/21)

The Sickle Cell Disease Coalition (SCDC) has developed several educational resources ahead of World Sickle Cell Awareness Day (WSCD) on June 19th. The resources are designed to empower stakeholders with key information on sickle cell disease (SCD) including:

- SCD Reading Lists;
- Repository of Global SCD Educational Tools;
- SCD Therapy Fact Sheets;
- Blood Donations Resources; and
- COVID-19 Resources.

A landing page with more information has been created, which features a social media toolkit.

(Source: Sickle Cell Disease Coalition Announcement, 6/14/21)

America's Blood Centers®
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INSIDE ABC

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

Registration Now Open for 2021 ABC Medical Directors Workshop & Summer Summit

Register today for America's Blood Centers (ABC) 2021 Medical Directors Workshop and Summer Summit. These events will take place in-person in Cleveland, Ohio August 4th-6th. Virtual registration options also exist for those unable to attend including group discounts for virtual registration to allow as many of blood center staff members to participate as possible. A preliminary program is available. 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. Secure hotel reservations now before the July 12th deadline. More information and updates will be provided as they become available.

ADRP Webinar: "You Can Be The Difference"

Register today for the Tuesday, June 22nd ADRP webinar titled "You Can Be The Difference." This webinar will take place at 1 p.m. EDT with Sickle Cell Disease Association of America, Inc. (SCDAA) President and Chief Executive Officer Beverley Francis-Gibson discussing the difference that patient advocacy organizations such as SCDAA and individuals can make to ensure that African American donors support patients with sickle cell disease by donating blood. Without a readily available blood supply, sickle cell patients may lack an important treatment option and experience severe pain, tissue and organ damage, acute anemia, and even strokes. Blood transfusion can be a lifesaving treatment for these patients.

ADRP subscribers may register for free and non-subscribers can participate for $25.

(ADRP Announcement, 6/11/21)

June ABC *Blood Bulletin* Now Available

ABC's Scientific, Medical, and Technical (SMT) Publications Committee has published the June 2021 Issue of the *Blood Bulletin*, titled "Transfusing O-Negative Blood: Good Stewardship of a Precious Resource." The article was written by Chris Gresens, MD, Senior Chief Medical Officer, Mountain & West Divisions at Vitalant, Nanci Fredrich, RN, BSN, MM, Transfusion Safety & Blood Management Officer for Versiti, Richard Gammon, MD, Medical Director at OneBlood, and Nancy Van Buren, MD, Medical Director at Innovative Blood Resources, a division of New York Blood Center. The *Blood Bulletin* is reviewed and edited by ABC's SMT Publications Committee. ABC publishes the *Blood Bulletin* for use by member blood centers in their educational programs as a value-added service for hospital customers. Current and previous issues can be accessed at any time on the ABC member portal. Please contact Member Services for trouble accessing the publication.

Please note: The MS Word version may not display properly for users with older versions of MS Word. For those individuals, we recommend viewing and using the PDF version of this publication instead.

(Source: MCN 21-045, 6/11/21)

PEOPLE

Michelle M. Robinson, MBA has been named senior vice president of Strategic Planning and Business Development at Vitalant. She is a seasoned healthcare executive with more than 20 years of leadership experience. In her new role, Ms. Robinson "will lead healthcare partnership development, helping to further position Vitalant to meet transfusion medicine needs of hospitals and their patients into the future." In Vitalant news release, Ms. Robinson stated, "[w]hat excites me most about this position with Vitalant is being on the front-line of driving continued innovation to meet the complex needs of hospitals and patients. Vitalant is an industry leader, deeply committed to providing exceptional services to hospital partners. I look forward to stewarding our customer-centric strategy in service to our noble mission." Prior to joining Vitalant, she worked most recently at Advocate Aurora Health in Chicago, Ill. where she "led strategic planning and drove year-over-year revenue growth on a $4B plus budget." She has also served as Heartland Blood Centers President (now Versiti Blood Center of Illinois), a global marketing leader with Baxter Healthcare, and a global operations leader for GE Healthcare. "Michelle will further enhance Vitalant's desire to be the industry leader in customer centricity, where our hospital partners' voices are reflected in everything we do for the betterment of patients," added Vitalant Blood Services President Rob Van Tuyle in the news release. Ms. Robinson has a "bachelor's degree in Industrial Engineering from Purdue and an Executive MBA from Kellogg Northwestern University."

(Source: Vitalant News Release, 6/16/21)

MEMBER NEWS

Stanford Blood Center (SBC) recently announced that it has implemented pathogen reduction technology (PRT) for use on all of its transfusable platelets. According to the announcement, SBC had been using PRT on 40 percent of platelet products over the past year before moving to 100 percent in April in a move that "provide[s] an additional level of risk mitigation and safety." The announcement added that "[w]ith this milestone, SBC is ensuring that the platelet units our donors generously provide are as safe as possible for any patient who may need them…[while] medical tests can be very accurate, no medical test is 100 percent accurate 100 percent of the time. Having PRT as another safeguard on top of the rigorous testing that we already do means maximizing safety for patients."

(Source: Stanford Blood Center Announcement, 5/6/21)

Gulf Coast Regional Blood Center shared that it has become the first U.S. blood center to launch GPI USA's (previously Hemasoft) blood banking software e-Delphyn. "Gulf Coast Regional Blood Center's dedication to instilling control and quality in everything they do is reassuring to their community that the blood supply is in very good hands," said Jeff Everett, vice president (VP) of Customer Operations at GPI USA in the announcement. "We are looking forward to a continued partnership on improvements to our applications for the many years to come." While e-Delphyn has been used internationally, the system was "revamped" to meet U.S. Food and Drug Administration regulations. Bart Block, associate VP of Management Information Systems added, "[o]ver the last three years, we've worked with GPI USA to rebuild its software into a system that is user-friendly, adaptable and specifically created to meet our needs. At the end of the day, when the new system is fully utilized, e-Delphyn will better help us meet our mission of saving lives and that's the most important factor as we upgrade our technology."

(Source: Gulf Coast Regional Blood Center Announcement, 6/10/21)

GLOBAL NEWS

The *Jerusalem Post* is reporting that a potential change is forthcoming to Israel's blood donor deferral for men who have sex with other men (MSM). According to the news outlet, incoming Israeli Health Minister Nitzan Horowitz intends:

- "to remov[e] the mandatory one-year minimum [deferral] period that men who have sex with other men must complete without engaging in sexual relations before they are allowed to donate; [and]
- remov[al] of a [donor] form question which asks, 'have you engaged in sexual relations between men?'"

According to the news organization, health experts have been consulted regarding the policy change which is expected to "be finalized only after further discussions with medical professionals."

(Source: *Jerusalem Post*, Health minister to remove blood donation restrictions from gay men, 6/15/21)

Facebook has unveiled its blood donation tool's "locator" feature in Israel to help raise awareness of the need for blood. Users in Israel will now be able to find the closest blood center and "sign-up for real-time alerts at blood donation centers in their area, set up routine reminders to donate blood and invite family and friends to donate blood themselves." Facebook Israel Chief Executive Officer (CEO) Adi Soffer-Teeni stated to the *Jerusalem Post*, "[u]sing this new tool, we at Facebook strive to make blood donation a simple and accessible task, thus raising awareness of the importance of these donations. Together we will save the lives of other Israelis. Magen David Adom (Israel's blood provider) CEO Eli Bin added, "[the blood donation tool will help the organization] reach a wider audience and significantly increase the number of volunteer blood donors in Israel. This is an important national mission that will raise awareness of blood donations and make the location of MDA's blood donation centers accessible across the country. It is an algorithm that can, literally, save lives."

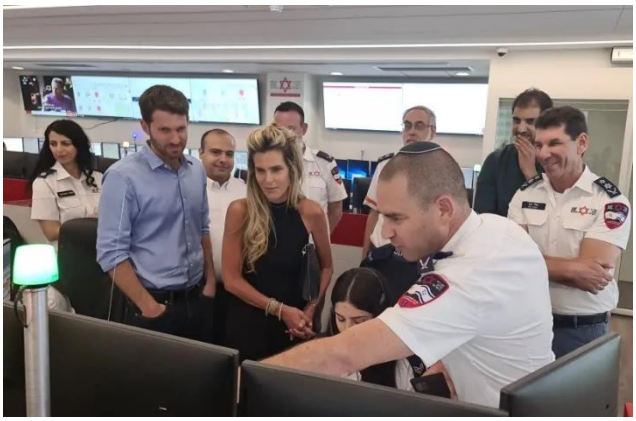

Photo courtesy of Jerusalem Post: Facebook Israel CEO Adi Soffer-Teeni visits Magen David Adom National Headquarters on World Blood Donor Day.

(Source: *Jerusalem Post*, Facebook Israel launches blood donation locator feature, 6/14/21)

COMPANY NEWS

Abbott launched a U.S. focused blood and plasma donor recruitment campaign on World Blood Donor Day, June 14th. Using the tagline "Give Blood. Get Back," the campaign aims to eliminate blood and plasma shortages by encouraging both "Millennials" and "Gen Z" to "become regular donors to save lives and make an impact" by following the example set by "Baby Boomers." It builds on the company's previously developed "Be The 1" campaign that debuted six years ago and asks individuals to make blood and plasma donation a lifelong habit. As part of the campaign challenge, individuals are asked to:

- schedule an appointment to donate at their local blood center;
- "[s]pread the word to their friends, family, and followers [on social media]; and
- take a selfie at the blood center on the day of their donations share it on their various social media channels using the hashtag #ElbieSelfie.

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COMPANY NEWS (continued from page 7)

Abbott is also partnering with several social media influencers and music artist:

- Tia Stokes (Instagram Post + Story);
- Dr. Mike (TikTok);
- The Miller Family (TikTok); and
- Teddi Gold (Instagram Post + Story) .

More information on the campaign is available here.

(Source: Abbott Announcement, 6/14/21)

The National Institutes of Health issued a news release announcing the results from a phase III clinical trial of the investigational COVID-19 vaccine candidate (NVX-CoV2373) from **Novavax, Inc.** Close to 30,000 participants enrolled in the study in the U.S. and Mexico with the investigational vaccine candidate "demonstrat[ing] 90.4 percent efficacy in preventing symptomatic COVID-19 disease. The candidate showed 100 percent protection against moderate and severe disease. In people at high risk of developing complications from COVID-19 (people 65 years or older and people under age 65 with certain comorbidities or with likely regular exposure to COVID-19), the vaccine showed 91.0 percent efficacy in preventing symptomatic COVID-19 disease. Safety data indicate the investigational vaccine was generally well-tolerated. Mild-to-moderate injection site pain and tenderness were the most common local symptoms among participants, and fatigue, headache and muscle pain lasting less than two days were the most common systemic symptoms…Results from a [p]hase III clinical trial enrolling 15,000 adults in the United Kingdom showed a two-dose regimen of NVX-CoV2373 was highly effective (link is external) in preventing symptomatic COVID-19 overall and also demonstrated high efficacy against the Alpha variant strain of SARS-CoV-2…NVX-CoV2373 is a subunit vaccine made from a stabilized form of the coronavirus spike protein using the company's recombinant protein nanoparticle technology. The purified protein antigens in the vaccine cannot replicate or cause COVID-19. The vaccine also contains a proprietary adjuvant, MatrixM™. Adjuvants are additives that enhance desired immune system responses to vaccine. NVX-CoV2373 is administered by injection in liquid form and can be stored, handled, and distributed at above-freezing temperatures (35° to 46°F.) A single vaccine dose contains five micrograms (mcg) of protein and 50 mcg of adjuvant. The vaccine is administered as two intramuscular injections 21 days apart."

(Source: National Institutes of Health News Release, 6/14/21)

Vertex Pharmaceuticals Inc. and **CRISPR Therapeutics** shared new data on 22 patients from two ongoing phase I/II clinical trials of the their investigational CRISPR/Cas-9-based gene-editing therapy (CTX001) to treat transfusion dependent beta thalassemia (TDT) and severe sickle cell disease (SCD). According to the news release, "All 15 patients with TDT, including six who have the beta zero/beta zero or other severe genotypes, were transfusion-free at last follow-up, and all seven patients with severe SCD were free of vaso-occlusive crises (VOCs) from CTX001 infusion through last follow-up. Five patients with TDT and two patients with SCD now have follow-up of greater than one year, demonstrating a stable and durable response to treatment… The 15 patients with TDT [had reached] at least three months of follow-up after CTX001 dosing and therefore could be assessed for initial safety and efficacy. All 15 patients showed a similar pattern of response, with rapid and sustained increases in total hemoglobin, fetal hemoglobin and transfusion independence…All 15 patients were transfusion independent with follow-up ranging from four to 26 months after CTX001 infusion and had clinically meaningful improvements in total hemoglobin from 8.9 to 16.9 g/dL and fetal hemoglobin from 67.3 percent to 99.6 percent at last visit." The seven sickle cell patients "who had reached at least three months of follow-up after CTX001 dosing and therefore could be assessed for initial safety and efficacy. All seven patients showed a similar pattern of response,

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COMPANY NEWS (continued from page 8)

with rapid and sustained increases in total hemoglobin and fetal hemoglobin, as well as elimination of VOCs. All seven patients remained VOC-free with follow-up ranging from five to 22 months after CTX001 infusion and had clinically meaningful improvements in total hemoglobin from 11 to 15.9 g/dL and fetal hemoglobin levels from 39.6 percent to 49.6 percent at last visit…There were no SAEs considered related to CTX001, and the majority of non-serious adverse events were considered mild to moderate." In both trials, enrollment and dosing are continuing. "The data presented today in 22 patients are impressive in both the consistency and durability of effect," said Vertex Chief Executive Officer (CEO) and President, Reshma Kewalramani, MD in the news release. "These results add to the growing body of evidence that CTX001 may hold the promise for a one-time functional cure for sickle cell disease and beta thalassemia. We are working with urgency to complete enrollment and look forward to finalizing regulatory discussions and moving towards filing." CRISPR Therapeutics CEO Samarth Kulkarni, PhD added in the news release, "[t]he continued progress and momentum of CTX001 validate the role that CRISPR gene-editing technology could have in the future of therapeutics. We are excited about these results and look forward to additional longer-term data and to moving this investigational medicine forward for a larger population of patients with these two devastating diseases."

(Source: Vertex Pharmaceutical, Inc. & CRISPR Therapeutics Joint News Release, 6/11/21)

Upcoming ABC Webinars – Don't Miss Out!

- **ADRP Webinar: You Can Be The Difference** – June 22nd from 1 – 2 p.m. (EDT) Register today.
- **ABC SMT Journal Club Webinar** – July 26th from 3 – 4 p.m. (EDT). More details coming soon.
- **ABC QA Education Webinar: What Worked? What Didn't? Doing Business in a different Way During the Pandemic** – July 20th from 3 – 4:30 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!

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

Aug. 4. **ABC Medical Directors Workshop, Cleveland, Ohio**. Registration is open.

Aug. 5-6. **ABC Summer Summit, Cleveland, Ohio.** Registration is open.

Aug. 17-19. **2021 ADRP Conference, Kansas City, Mo.** Registration is open.

Sept. 15-17. **4th European Conference on Donor Health and Management, Hamburg, Germany.** Registration is open.

Sept. 22. **11th Annual 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.

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

VP/Chief Medical Officer. LifeStream Blood Bank, located in San Bernardino, California, is seeking a VP/Chief Medical Officer to provide leadership and direction for the medical programs needed to support the organization. This includes all laboratories, product management, hospital relations, donor collections, therapeutic and clinical services, clinical research, donor counseling, national marrow programs and quality departments. LifeStream distributes approximately 130,000 Red Cells and 30,000 Platelets to 80 hospitals in southern California. LifeStream has a vibrant and growing therapeutic apheresis program, active cellular collections program and a strong reference laboratory. This position reports to the President/CEO, is a member of the executive team and has administrative responsibility for the Reference Laboratory and an Assistant Medical Director. Qualifications for this position include a minimum of five years medical leadership at a blood center or hospital-based transfusion medicine practice, California medical license eligibility, Board Certification in Clinical Pathology or other relevant medical specialty and Board Certification in Transfusion Medicine. The compensation package includes a strong competitive salary, relocation package and best in class benefits including 100% employer paid family medical and dental insurance. Interested candidates are encouraged to send their resume/CV to Judy Taylor, Director, Human Resources at taylorju@lstream.org.

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

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POSITIONS (continued from page 10)

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, 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

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POSITIONS (continued from page 11)

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.