

2022 #5

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Blood Center of Northcentral Wisconsin & The Community Blood Center Announce Affiliation

America's Blood Centers (ABC) members The Community Blood Center (Appleton, Wis.) and Blood Center of Northcentral Wisconsin



(Wausau, Wis.) have partnered under a new affiliation that forms Midwest Blood Centers. According to a February 2nd [news release](#) from the blood centers, the affiliation “combines both organizations under a new not-for-profit organizational structure [making] greater collaboration and resource sharing possible” while allowing each to better serve their communities through their lifesaving work to “ensur[e] every patient and family in need has prompt access to blood and blood components.”

John Hagins, president and chief executive officer (CEO) of The Community Blood Center, will also hold the same roles at Midwest Blood Centers. “When we say our community, we mean it,” stated Mr. Hagins in the news release. “When you donate blood with us, your blood donation serves local hospitals and patients. With this partnership, we can help heal more of our neighbors, friends, and families. Providing blood and blood products is all we do, and this affiliation brings the experts of [The Community Blood Center and Blood Center of Northcentral Wisconsin] together to keep up with and get ahead of the ever-changing needs of hospitals and patients. It’s not just the patients who benefit, either. As our systems integrate, our heroic donors can sign up quicker, donate easier and connect their contributions to a larger community.” Emily Jolin, president and CEO of Blood Center of Northcentral Wisconsin added in the news release, “[w]e are truly excited to see where this partnership will lead and the additional benefits it will bring to our communities, patients and donors. By harnessing the best practices of each organization, we can increase our collective focus on providing life-saving blood products, wherever and whenever they are needed.”

The affiliation is effective as of January 2022 stated the news release.

(Source: The Community Blood Center and Blood Center of Northcentral Wisconsin [News Release](#), 2/2/22) 💧





Blood Supply Alliance Forms

The Association for the Advancement of Blood & Biotherapies (AABB) recently announced the formation of the [Alliance for a Strong Blood Supply](#). The coalition, which both America's Blood Centers (ABC) and ADRP, an international division of ABC are a part of, will include a "diverse group of national health associations, patient advocacy groups, blood collectors and other organizations dedicated to protecting and strengthening the nation's blood supply and advancing patient care," according to the Alliance's webpage. The stated goal of the Alliance is, "to engage the broader health care community in proactive efforts to improve the resilience of the blood supply and ensure that it continues to meet patients' needs." Members of the Alliance will "support a strong and resilient blood supply by activities such as:

- [e]ngaging in multidirectional communication related to blood availability and utilization;
- [p]articipating in a forum for members to educate each other on challenges and opportunities to improve the resilience of the blood supply;
- [m]obilizing existing networks to support the blood supply;
- [e]ngaging in coordinated advocacy and communications campaigns to champion the importance of blood donation and maintaining a strong blood supply; [and]
- [e]xploring potential collaborative activities and solutions aimed at supporting the stability of the blood supply, providing related expertise and resources, and implementing efforts."

(Source: AABB [Announcement](#), 2/2/22) 💧

Technical & Quality Workshop

Featuring Inventory Management, Component Manufacturing, Laboratory Operations, and Quality Systems.

April 4-7, 2022
Louisville, KY

America's Blood Centers
It's About Life.

ABC Calendar of Events

ABC offers a variety of meetings, workshops and virtual opportunities for education and networking as well as participation in ABC business. The [calendar of events](#) includes annual and summer meetings, board meetings, workshops, and webinars, and details will be updated as confirmed. We look forward to your support and participation!

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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 health care 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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RESEARCH IN BRIEF

Effect of Bedside Filtration on Aggregates from Cold-Stored Platelets. A study in *Transfusion* reported “that cold storage leads to a rapid platelet count decrease, presumably due to microaggregate formation.” The authors explained that “aggregates were responsible for 20 percent of wastage [and that] [i]t is presently unknown if bedside transfusion filters can effectively remove aggregates, cause passive de-aggregation, or induce additional activation in cold-stored platelets (CSP).” This study “tested the effect of a bedside transfusion filter on platelet counts and the occurrence of aggregates in CSP...[S]ingle apheresis platelet (AP) units were collected from nine volunteers and stored in 100 percent plasma...The unit was split equally into two parts, one stored at 22°C with agitation and the other at 4°C without agitation.” The authors noted that the study “collected whole blood (WB) from five donors...WB bags were centrifuged, and platelet rich plasma (PRP) was divided equally between the two bags included in the collection set” one stored at 22°C with agitation and the other at 4°C without agitation. “[A]ll *in vitro* tests [were performed] on [the] day of the collection and on [the] last day of storage (day 7).” The study “tested the units before and after perfusion through a bedside transfusion filter.” There were “markedly lower platelet concentrations in PRP than in AP at baseline...With storage, 4°C -PRP platelet counts did not decrease significantly, but 4°C -AP platelet counts were significantly lower than those of 22°C -AP...Both 4°C -PRP and 4°C -AP had higher glucose concentrations compared to their 22°C -stored counterparts...Lactate levels significantly increased in all groups except for 4°C-PRP...There was a trend for reduced activation markers in 22°C -AP compared to 22°C -PRP, but none reached statistical significance.” The study found that “CSP also generated more microparticles than their 22°C -stored counterparts, but there was a trend for more microparticles in PRP than AP...Filtration decreased platelet counts significantly in CSP...The platelet counts did not differ significantly before and after filtration in 22°C -stored products...Filtration [also] led to a significant increase in platelet microaggregates in 4°C -PRP...In contrast, [the study] observed a trend for reduced microaggregates in 4°C -AP after filtration...No aggregate reduction was observed in either 22°C -stored products.” The authors concluded that they “identified 4°C -PRP as a potential novel alternative for 4°C -AP and that bedside filters reduce aggregates from 4°C -AP.”

Citation: Li, V.J., Bailey, S.L., Miles, J., Usaneerungrueng, C., Fang, L.Y., Corson, J., *et al.* [Effect of bedside filtration on aggregates from cold-stored whole blood-derived platelet-rich plasma and apheresis platelet concentrates](#). *Transfusion*. 2022.

Contributed by Richard Gammon, MD, Medical Director at OneBlood

Beta Thalassemia Gene Therapy Trial Results Available in *NEJM*. Researchers in an ongoing phase III study of an investigational gene therapy (Betibeglogene autotemcel) to treat transfusion-dependent beta thalassemia in adults and children have published their most recent findings in *The New England Journal of Medicine*. The safety and efficacy trial included 23 total patients with 15 between the ages of 12 and 50 and eight patients younger than 12 with “[e]nrollment [restricted] to patients with transfusion dependence (i.e., those who had received transfusions of ≥ 100 ml per kilogram of body weight of packed red [blood] cells per year or who had disease that had been managed under standard thalassemia guidelines, with ≥ 8 transfusions per year in the two years before enrollment)...Peripheral-blood hematopoietic stem cells for centralized manufacturing and potential rescue, if necessary, were collected...The CD34+ cells were then activated *ex vivo* with a mixture of recombinant human cytokines, fms-like tyrosine kinase receptor 3, stem-cell factor, and thrombopoietin. The cells were then washed and transduced *ex vivo* with BB305 lentiviral vector...After a minimum 48-hour washout period, beti-cel was thawed and infused intravenously. The target cell dose was at least 5.0 million CD34+ cells per kilogram of body weight.” The authors explained that the “primary end point of the study was transfusion independence [defined as] a weighted average hemoglobin level of at least 9 g per deciliter starting 60 days after the last transfusion in patients who had not received red-cell transfusions for 12 months or longer...Safety evaluations included engraftment, survival, and adverse events.” The study found that “A total of 20 of 22 patients (91 percent)

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RESEARCH IN BRIEF (continued from page 3)

who could be evaluated for the primary end point had transfusion independence; the median time to the last transfusion was 0.9 months (range, 0.5 to 2.4) after the previous infusion. Transfusion independence was durable; the median duration was 20.4 months (range, 15.7 to 21.6). The average hemoglobin level during transfusion independence was 11.7 g per deciliter (range, 9.5 to 12.8)...A total of 14 of 15 evaluable patients who were 12 to 50 years of age (93 percent), as well as 6 of 7 patients younger than 12 years of age (86 percent), had transfusion independence.” The researchers reported that “[a]ll the patients had at least one adverse event during or after beti-cel infusion, and all were alive at the last follow-up...The adverse events observed after beti-cel infusion were consistent with those that are typical of busulfan-based myeloablation.” The authors concluded that “data suggest that in most patients with transfusion-dependent β -thalassemia and a non- β^0/β^0 genotype, one-time infusion of [this gene therapy] is potentially curative through transfusion independence and the attainment of near-normal hemoglobin levels.” They noted that limitations included a “small patient population and a short follow-up period.”

Citation: Locatelli, F., Thompson, A.A., Kwiatkowski, J.L., *et al.* Betibeglogene Autotemcel Gene Therapy for Non- β^0/β^0 Genotype β -Thalassemia. *The New England Journal of Medicine*. 2022. Doi: [10.1056/NEJMoa2113206](https://doi.org/10.1056/NEJMoa2113206).

WORD IN WASHINGTON

The U.S. Food and Drug Administration (FDA) has [approved](#) the Moderna COVID-19 vaccine (Spikevax) for prevention of COVID-19 in individuals who are age 18 or over. It is the 2nd COVID-19 vaccine approved by the agency for use. “[T]he FDA’s medical and scientific experts conducted a thorough evaluation of the scientific data and information included in the application pertaining to the safety, effectiveness, and manufacturing quality of Spikevax. This includes the agency’s independent verification of analyses submitted by the company, our own analyses of the data, along with a detailed assessment of the manufacturing processes, test methods and manufacturing facilities,” said Peter Marks, MD, PhD, director of the FDA’s Center for Biologics Evaluation and Research (CBER), in an FDA news release. “Safe and effective vaccines are our best defense against the COVID-19 pandemic, including currently circulating variants. The public can be assured that this vaccine was approved in keeping with the FDA’s rigorous scientific standards.” According to data from an updated analysis of the vaccine (collected prior to the emergence of the Omicron variant), “Spikevax was 93 percent effective in preventing COVID-19, with 55 cases of COVID-19 occurring in the vaccine group and 744 COVID-19 cases in the placebo group. The vaccine was also 98 percent effective in preventing severe disease.”

(Source: FDA [Announcement](#), 1/31/22)

Upcoming ABC Webinars – Do Not Miss Out!

- **Paid Donors-Platelet and Cellular Therapy Blood Center Perspectives Webinar** – February 15th from 3-4:30 PM ET. More information including a link to join the event is available to ABC Members in MCN 22-018. Contact [us](#) with questions or to receive a copy of the MCN.
- **SMT Journal Club Webinar** – March 29th from 3-4 PM ET. More information coming soon.





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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.

Paid Donors-Platelet and Cellular Therapy Blood Center Perspectives Webinar on February 15th

The next America's Blood Centers (ABC) QA Education webinar will take place on February 15th. The webinar titled "Paid Donors-Platelet and Cellular Therapy Blood Center Perspectives" will feature two speakers:

- Kevin Belanger, DHA, MS, MT(ASCP)SBB (President and Chief Executive Officer of Sheppard Community Blood Center); and
- Jennifer L. Chain, PhD (Director of Research & Development at Oklahoma Blood Institute).

P.A.C.E. credits are being offered and the webinar will be recorded. Additional information including a link to the join the webinar is available to ABC members in MCN 22-018. Contact [us](#) with questions or to receive a copy of the MCN.

(Source: MCN 22-018, 2/2/22)

Register for the ABC Technical and Quality Workshop

[Registration](#) is now open for the 2022 ABC Technical and Quality Workshop in Louisville, Ky. Secure your hotel room now to receive the group [rate](#). The workshop will take place April 5th-7th and will be held in conjunction with the Blood Centers of America, Inc. (BCA) IRL workshop April 4th-5th (which will be open to all attendees including non-BCA members). A preliminary program is [available](#) and the workshop will include blood component updates, inventory management strategies, staff training/competency assessment challenges, work from home strategies, supply chain issues, process improvement case studies, risk-based decision making, cybersecurity, and blood industry hot topics. Many sessions will feature roundtable discussions. Please contact ABC Director of Quality and Regulatory Services [Toni Mattoch, M.A., MT\(ASCP\), SH, SBB](#) with questions.

(Source: MCN 22-017, 1/28/22)

Register for the 60th ABC Annual Meeting

[Register](#) today for the [60th ABC Annual Meeting](#) and 25th Annual *Awards of Excellence*. These events will take place March 7th-9th, 2022 at the Ritz-Carlton (Pentagon City) in Arlington, Va. The deadline to secure a discounted hotel [reservation](#) is February 11th. This year's meeting will be in-person while [Advocacy Day](#) will be held virtually on March 16th given continued visitor restrictions on Capitol Hill. This will allow each blood center to bring together multiple colleagues to connect with their members of Congress and their staff. More information will be provided to ABC members as it becomes available. The ABC Annual Meeting brings together blood center executives and national leaders to discuss advocacy and regulatory updates, the latest in science, medicine, and technical affairs, and hot topics facing the blood community. In addition, ABC is excited to share that the final day of this year's meeting will feature two in-depth training workshops focused on building tangible advocacy skills that can immediately benefit your center. The program is [available](#). Please contact [ABC Member Services](#) with questions. 💧



BRIEFLY NOTED

California State Assembly Member Freddie Rodriguez has proposed a [bill](#) that would provide a \$500 tax credit to individuals who donate blood at least 4 times annually. If passed the bill would take effect in January of 2023 and would “allow a credit against the ‘net tax’ in the amount of \$500 if the taxpayer made at least four donations of human whole blood or human blood components, as defined, to a specified entity. This bill would also authorize the Office of Emergency Services to enter into partnerships with private sector entities to encourage the private sector to provide meaningful incentives for individuals to make these donations.” Assemblymember Rodriguez [told](#) ABC-10, “I think this is just one way to help get people more motivated, more in-tune about what’s really happening in our world. Now, we’re living in 2022, no hospital should have to close because of a lack of blood.”

(Source: ABC-10, [California lawmaker proposes \\$500 tax credit for blood donations](#), 2/3/22) 💧

MEMBER NEWS

Rep. Pete Sessions (R-Texas) and his staff [visited](#) **Carter BloodCare** last month to donate blood in response to recent shortages that have been affecting central Texas. “We are very pleased and proud to not only be a part of trying to add blood [to the blood] supply, but [also making] sure we do this in a way to encourage others to do so,” said Rep. Sessions, who is a regular blood donor, to Fox 44 News. “Going into a surgery without an adequate supply means, many surgeries are put off and many people are denied access to the hospital. This is important that we, as citizens of Texas, and we as people who care, that we care about our communities. We need people to hear this plea of people needing to come give blood.”



Photo courtesy of Fox 44 News: Rep. Sessions donating at Carter BloodCare.

(Source: Fox 44 News, [Congressman Pete Sessions and staff donate to Carter BloodCare](#), 1/24/22)

ImpactLife recently [opened](#) a new donor center in Fairview Heights, Ill. This marks the 21st “fixed site” location for the organization which services hospitals throughout Illinois, Iowa, Missouri, and Wisconsin. “We have really seen through our mobile blood drives that there is a donor base on the Illinois side that we weren’t serving because we didn’t have a fixed site,” [said](#) Kirby Winn, manager of Public Relations at ImpactLife, to NBC-5.

(Sources: ImpactLife Announcement, 1/24/22; NBC-5, [ImpactLife opens Metro East donation center as blood supply dwindles](#), 1/30/22) 💧

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.



COMPANY NEWS

Terumo Blood and Cell Technologies recently announced the publication of a study in *Transfusion Medicine and Hemotherapy* in which the authors described their experience implementing a fully automated whole blood processing system compared to the semi-automated buffy coat method. The retrospective observational study “was performed [on] available quality control data encompassing 6,525 blood components from the period 2007–2012, when the semi-automated buffy coat method was used, with 6,553 quality data from the period 2014–2019, when the Reveos system and subsequently the Mirasol system were implemented.” The authors stated that “Moving from buffy coat to Reveos led to decreased discard rates of whole blood units (1.2 to 0.1 percent), increased hemoglobin content (48.1 ± 7.6 to 55.4 ± 6.6 g/unit), and hematocrit ($58.9 \pm 6.5\%$ to 60.0 ± 4.9 percent) in red blood cell concentrates. Platelet concentrates (PCs) in both periods had similar yields (3.5×10^{11}). Whereas in the earlier period, PCs resulted from pooling five buffy coats, in the second period 25 percent of PCs were prepared from four interim platelet units. The mean level of factor VIII in plasma was significantly higher with Reveos (92.8 vs. 97.3 IU). Mirasol PRT treatment of PCs reduced expiry rates to 1.2 percent in 2019. One septic transmission was reported with a non-PRT treated PCs, but none with PRT-treated PCs.” They concluded that “automation contributed to the standardization, efficiency, and improvement of blood processing. The released resources enabled the effortless implementation of PRT. The combination of both technologies clearly improved the self-sufficiency and contributed to higher blood safety in our blood center.”

Citation: Pérez Aliaga A.I., Labata G., Aranda A., *et al.* Improvement of Blood Processing and Safety by Automation and Pathogen Reduction Technology. *Transfusion Medicine and Hemotherapy*. 2021. Doi: [10.1159/000516696](https://doi.org/10.1159/000516696). 💧

CALENDAR

Note to subscribers: Submissions for a free listing in this calendar (published weekly) are welcome. Send information to newsletter@americasblood.org. (For a more detailed announcement in the weekly “Meetings” section of the newsletter, please include program information.)

2022

Mar. 7-9. **ABC Annual Meeting, Washington, D.C.** Registration is [open](#). More information available [here](#).

Mar. 15-16. **International Plasma and Fractionation Association (IPFA) and the European Blood Alliance (EBA) Symposium on Plasma Collection and Supply, Amsterdam, the Netherlands.** Registration is [open](#). More information available [here](#).

Mar. 16. **ABC Advocacy Day (Virtual).** Registration is [open](#). More information available [here](#).

April 4-7. **ABC Technical and Quality Workshop, Louisville, Ky.** Registration is [open](#). More information available [here](#).

April 12-13. **17th Annual FDA and the Changing Paradigm for HCT/P Regulation, Cambridge Md.** Registration is [open](#). More information available [here](#).

May 10-12. **2022 ADRP Conference, Phoenix, Ariz.** Registration is [open](#). More information available [here](#).

June 4-8. **37th Annual International Congress of ISBT, Kuala Lumpur, Malaysia.** Additional details coming [soon](#).

Aug. 2-4. **ABC Summer Summit and Medical Directors Workshop, Minneapolis, Minn.** More information coming [soon](#).

2023

Mar. 6-8. **ABC Annual Meeting, Washington, D.C.** More information coming soon.

May 9-11. **2023 ADRP Conference.** More information coming soon. 💧

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

Transfusion Safety Officer. Duke Health is looking for a motivated individual to become the Transfusion Safety Officer. The Transfusion Safety Officer will review blood transfusion practice, develop education on best practices and provide data support for transfusion champions. Duke Health is a three-hospital system with Duke University Hospital as the primary site, located in Durham and Raleigh, North Carolina. RN or MLS with 3 years' experience in their area required. Please click [here](#) to apply.

Registered Nurse. LifeSouth Community Blood Centers is currently seeking experienced professionals to join our team as **Registered Nurses in Gainesville, FL, and Jacksonville, FL.** This position is responsible for traveling to hospitals to perform therapeutic apheresis procedures. Nurses will only care for one patient at a time and will work alongside hospital nurses and physicians to complete procedures. Nurses will also spend time at the LifeSouth office to coordinate upcoming apheresis procedures and organize necessary documentation. Training: Don't let a lack of apheresis experience stop you from applying! No previous apheresis experience is required. If hired, you will be given sufficient on-the-job training to learn the specialized skills this position requires. Training for this position will be conducted during regular business hours. This is a full-time position. Starting salary range is \$65,000 - \$71,500 annually plus travel and on-call bonus. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. Applicants should click [here](#) to apply for the Gainesville, FL location. Applicants should click [here](#) to apply for the Jacksonville, FL location.

Blood Donor Recruiter II (Stanford Blood Center). Responsibilities: Provides donor recruitment support to the fixed site Blood Centers; greets and processes donor registrations; processes special donations orders, including autologous, directed, therapeutic, research, HLA-matched and RBC phenotype-matched products. Recruits donors for specialized blood products and special donations orders. May act as primary contact and liaison for the evening staff in Telerecruitment. Qualifications: High School diploma, GED or equivalent. Two (2) years' experience in blood banking. One (1) year experience as a blood donor recruiter or as a lead. Please click [here](#) to apply.

Territory Sales Consultant (Hot Springs, Arkansas). 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 to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: <http://arkbi.org/careers/>

Territory Sales Consultant (Fort Smith, Arkansas). 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 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

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POSITIONS (continued from page 8)

and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: <http://arkbi.org/careers/>

Territory Sales Consultant (Little Rock, Arkansas). 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 to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: <http://arkbi.org/careers/>.

Medical Technologist - IRL Lab. LifeSouth Community Blood Centers is currently seeking a skilled individual for a **Medical Technologist** to join our Immunohematology Reference Laboratory (IRL) in **Atlanta, GA**. This person needs to have the skills and abilities to work independently, communicate effectively, and can perform and interpret clinical laboratory tests for providing blood for a patient in need of a transfusion. This position requires extensive understanding of blood group serology, compatibility testing, and selection of blood for patients with complex serological problems. The schedule is flexible to accommodate individual and IRL staff openings. Full time (40 hours per week) can be either 8-hour or 10-hour shifts. Because this is a flexible staff position, the applicant's schedule will be set on a

month-to-month basis. **This is an overnight position; third shift availability is a must.** Training: This is a fulltime position. The starting salary range is \$29.00 - \$34.80 an hour. Shift differential applies to evening and overnight hours. LifeSouth offers a competitive benefits package and great career development opportunities. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. **Applicants should apply here:** <https://lifesouth.csod.com/ux/ats/careersite/5/home/req-uisition/2576?c=lifesouth>

Technical Services Director (R219222). Under the administrative direction of the Senior Director of Operations and technical direction of the Medical Director, the Technical Services Director is responsible for the administrative and technical management of the Technical Services Laboratory, including: Processing (testing), Quality Control, Components (manufacturing) Laboratory, Distribution, and Operations Support. The Technical Services Director acts as the CLIA Technical Supervisor for Stanford Blood Center and delegates responsibilities to administrative and professional support personnel as appropriate. Requirements: Bachelor's degree in Biology, Biological Science, Chemistry, or Medical Technology Required. Five plus years to seven years of directly relatable laboratory experience required. Three plus years to five years of progressively responsible supervisory experience required. Click [here](#) to apply.

Testing Lab Operations Manager (R2212874). Under the general operational direction of the Technical Services Director and the technical direction of the Medical Director, the Testing Lab Operations Manager is responsible for the administrative and technical management of Technical Services Testing Operations, which includes: Testing/Processing, Product QC, and Operations Support functions. Perform assigned duties with wide latitude in exercising judgment and discretion, taking accountability for meeting organizational objectives and compliance with regulatory agencies. Delegate responsibilities to supervisors and support personnel as appropriate. Requirements: Bachelor's degree in medical technology or life science, or related field. Lab\CLS – MTA - California Clinical Laboratory Scientist Upon Hire required. One to two years prior supervisory experience. Five to seven years relevant experience in clinical lab or blood center. Click [here](#) to apply.

Chief Financial Officer. Blood Assurance is seeking to fill a job opening for a Chief Financial Officer (CFO) based in our downtown Chattanooga home office. This role will be primarily responsible for strategically leading and executing on all accounting, payroll, finance, and other fiscal management needs of the organization. The CFO will regularly partner with other members of the executive team, with the company's executive Board and

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POSITIONS (continued from page 9)

with external financial advisors to ensure that the company's fiscal policy decisions consistently meet short and long-term operational objectives. The CFO will also lead a team of three experienced members of the Finance department with clear management direction and accountability. Minimum qualifications include: Bachelor's degree in Accounting or Finance. Current CPA licensure. Minimum of 10-15 years of finance and accounting experience. Three to five years in a senior-level leadership role with experience supervising others. Success in this role will require advanced skills in all of the following areas: verbal and written leadership communications, staff management/development, analytics, customer service, conflict resolution, decision-making, strategic planning, collaborative teamwork, flexibility, adaptability, accounting and finance modeling, group presentations and complex problem solving. Qualified candidates are encouraged to submit an online application for consideration at www.bloodassurance.org. Blood Assurance is an EOE and a Tobacco Free Workplace.

Supervisor of Component Production (Carter BloodCare). Principal Accountability: Assists in all aspects of the coordination, management, and supervision of Component Production manufacturing functions. The position will oversee daily operations, participate in interviews for staff vacancies, and directly supervise the Production Coordinators and Production Technicians. This includes solving personnel problems, addressing procedural or behavioral problems, and making verbal or written reports to management. This job requires the ability to make sound judgments of overall production and quality with the strictest adherence to regulations set forth by, but not limited to FDA, AABB, EU, OSHA, CLIA, and DOT. The position will develop staff and hold them accountable to Carter BloodCare core values. The position must have flexibility to respond to emergency, disaster, or weather situations with little or no notice. Education: High School Graduate. Experience: Two years' supervisory experience in a blood banking industry with emphasis on component production or five years in a supervisory position in a government regulated production environment. Six months' experience in blood banking, regulated production, or regulated laboratory required. Equal Opportunity Employer: Disability/Veteran. Apply at www.carterbloodcare.org, click Careers & search job # 31659.

Medical Technologist 1 - MT / MLS (Carter BloodCare). Principal Accountability. The Medical Technologist 1 (MT 1) will report to the Manager or designee of Reference & Transfusion (R&T) Services in Bedford, Texas. The incumbent will participate in all activities in the R&T Services to include but not limited to: 1. Support Carter BloodCare's (CBC) vision, mission, and core values. 2. Maintain compliance with the Carter BloodCare's (CBC) attendance policies and department

schedules as outlined in the CBC Employee Handbook. 3. Perform testing and services associated with assigned departmental duties. These duties are in the scope of complexity according to accrediting agencies. 4. Participation in competency, proficiency, and educational opportunities. Education: Bachelor's degree required. Medical Technologist: MT (ASCP), BB (ASCP), MT (AMT) or equivalent certification required. Experience: Recent graduate from an accredited Clinical Laboratory Sciences (CLS) program within the last five years and currently board eligible. NOTE: Must successfully obtain, maintain board certification (i.e., MLS (ASCP) or equivalent) and provide board certification documentation to the CBC Human Resources department within 12 months of hire date. Equal Opportunity Employer: Disability/Veteran. Apply at www.carterbloodcare.org, click Careers & search Req # 29048 or 28777.

Clinical Apheresis Manager (Carter BloodCare). Principal Accountability: The Manager of Clinical Apheresis Services is responsible for meeting Carter BloodCare and departmental objectives. The Manager is responsible for ensuring excellent customer service and managing issues. The Manager provides oversight for a team of nurses and apheresis collection technicians who perform therapeutic procedures on hospitalized patients for treatment of disease, or collection of cells from donor or patient peripheral blood for various cell therapy treatments or research projects. The Manager is responsible for managing daily operations, business activities, and quality patient care. The position is responsible for staffing field assignments and performing procedures in the field to assist in training or as staffing indicates. Also, the Manager is responsible for maintaining statistics and quality indicators of procedures and records of preventative or responsive maintenance along with quality control of supplies and equipment. Regular full-time attendance is required during office hours. Education: Bachelor of Science in Nursing. RN active licensure in the State of Texas, preferably with Hemapheresis Practitioner (HP) or Qualification in Apheresis (QIA) credentialing. Experience: At least five years' apheresis experience of which three years should be in therapeutic/PBSC apheresis. Two years' management experience required. Equal Opportunity Employer: Disability/Veteran. Apply at www.carterbloodcare.org, click Careers & search Req # 27905.

Assistant Manager of Hematology Services (Blood Center Quality Control) (Carter BloodCare). Principal Accountability. Carter BloodCare is hiring for a Hematology Assistant Manager (Blood Center Quality Control). This position is responsible for detailed record keeping of quality control testing, reporting quality control results to medical directors, the technical review of quality control documents, and scheduling/timekeeping. In addition to direct oversight of the department staff, this

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role will also oversee the training of lab staff for technical processes. The Assistant Manager will be responsible for all daily, routine departmental activities and operations, consulting the Manager of Hematology Services as needed. The individual will oversee strict fiscal adherence to the budget and other administrative activities for the department as assigned by the Manager or Medical Director. The Assistant Manager is able and willing to perform any departmental task as needed to ensure efficient workflow in the department. Regular full-time attendance is required during office hours. Education: Minimum MT ASCP or equivalent required. Experience: Minimum four years of laboratory experience required. Minimum two years of supervisory experience required. Previous management experience preferred. Equal Opportunity Employer: Disability/Veteran. Apply at www.carterbloodcare.org, click Careers & search job # 31586. 💧