



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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

2022 #42

December 2, 2022

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Reports of Potential Shift to Individual Risk-based Deferrals in the U.S.

This week, the *Wall Street Journal* [published](#) an article suggesting that the U.S. Food and Drug Administration (FDA) is developing guidance that would potentially allow more sexually active gay and bisexual males to donate blood without the current three-month deferral period. The exclusive story stated that “[t]he FDA plans to issue the new rules in coming months the people familiar with the plans said. All potential donors would need to complete an individualized risk assessment.” The report comes in the wake of the [Assessing Donor Variability And New Concepts in Eligibility](#) (ADVANCE) study, which closed enrollment earlier this year, and focused on evaluating alternatives to the existing blood donor deferral policy for sexually active gay and bisexual men. Any change to the existing deferral would be based on data from the study, “we have a strong data set,” said Vitalant Research Institute Director Brian Custer, PhD, MPH according to the *Wall Street Journal*. “We have highly relevant information to envision what an individual risk-based approach would look like.”

The news outlet also reported that “FDA officials are still drafting the new guidance and determining what the questionnaire would contain. The new risk assessment would likely ask potential donors if they have had any new sexual partners in the past three months, an FDA official said. People who say they haven’t would be free to donate blood. People who say they have had new sexual partners would be asked if they have had anal intercourse in the past three months. People who say they haven’t would be allowed to donate. People who say they have would likely be asked to wait three months before donating blood, an FDA official said.”

The *New York Times* attributed a [statement](#) to an anonymous FDA official that “[t]he new approach is meant to strike a balance between activists who want no restrictions that single out gay and bisexual men and blood banks that want to eliminate the risk of a recipient acquiring H.I.V.”

America’s Blood Centers (ABC) [continues](#) to strongly support a safe and available blood supply that treats all potential donors with fairness, equality, and respect. ABC previously supported the FDA change in 2020 that reduced the donor deferral period from 12 to three months for sexually active gay and bisexual men and the data collection efforts of the ADVANCE study as a potential pathway to the establishment of donor-screening based on individual risk behaviors, not sexual or

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Potential Shift in U.S. to Individual Risk-based Deferrals (continued from page 1)

gender identity. ABC maintains that the use of rational, science-based deferral periods must be applied fairly and consistently among all blood donors.

(Sources: *Wall Street Journal*, [FDA Plans to Allow More Gay, Bisexual Men to Donate Blood](#), 11/30/22; *The New York Times*, [F.D.A. Considering New Approach to Blood Donation by Gay and Bisexual Men](#), 11/30/22) 💧

Does Platelet Donation Frequency Impact Donor Health?

Researchers in China examined the “[t]he changes of main peripheral blood routine indicators including hemoglobin (HGB), platelets (PLT) and hematocrit (HCT) [in order to] evaluate the impact of ultra-high frequency platelet donation on donors’ peripheral blood routine.” For purposes of their study [published](#) in *Transfusion and Apheresis Science*, platelet donors who donated “more than 20 times per year but not more than 24 times per year,” the highest frequency allowed by regulators in China, were included.

The authors explained in the brief report that the study included “11 male machine-collected platelet donors with donation 20 times or more in 2021” whose PLT values were “more than 150×10^9 /L but less than 450×10^9 /L, and [whose] predicted postharvest PLT values [were] not less than 100×10^9 /L, and [whose] HCT value should be greater than 36 percent. Peripheral blood detection was conducted by automatic blood analyzer. Before each platelet donation, 2 ml venous whole blood of the donors was collected to analyze the main peripheral blood indicators including in HGB concentration, PLT count, and HCT according to operating procedures.”

The research found that “there were significant differences in the main peripheral blood indicators of HGB, PLT, and HCT of different donors.” The oldest donor (59 years of age) “had the largest changes in HGB concentration and HCT.” Meanwhile, the youngest donor (28 years of age) had the “largest changes in PLT values...some of the platelet donors of different age[s] had HCT levels below the normal value, but they all met the requirement of predicting the HCT value greater than 36 percent after collection...[T]he HGB, PLT, and HCT trend charts of each ultra-high frequency platelet donor were plotted as the relationship with the times of platelet donation to analyze the change trend of peripheral blood indicators.” The “three major peripheral blood indicators fluctuated within a certain range with the donation times...[c]hange trends of HCT and HGB were basically alike. However, when the HGB trend plots were enlarged and linearly fitted, it could be found that the HGB concentration [of three donors ages 43 through 59] had a clear downward trend with the increase of donation times.”

The researchers concluded that “for a small number of donors, especially older donors, their HGB and HCT indexes had obvious downward trends with the increase of donation times. The HGB of all platelet donors were in the normal range, while the HCT data of some blood donors were slightly lower than the normal range, although their trend graphs were similar...Under the same conditions, the bone marrow hematopoietic function of elder donors was lower than that of young and middle-aged donors, and the compensatory ability of HGB has become relatively weaker. They cannot fully adapt to the changes in peripheral HGB and HCT caused by ultra-high frequency platelet donation, resulting in large fluctuations and downward trends in HGB and HCT with the times of platelet donation. Therefore, for older blood donors, it is recommended to reduce the donation frequency to avoid potential health risks caused by ultra-high frequency platelet donation.”

Citation: Shao, X., Qin, H., Chen, W., Dong, X. [Analysis and clinical significance of peripheral blood routine changes of platelet donors with ultra-high frequency donation](#). *Transfusion and Apheresis Science*. 2022. 💧

RECENT REVIEWS

Transfusion-Transmitted Arboviruses. A review in *PLOS Neglected Tropical Diseases* sought “to review the published cases of arbovirus transmission through the transfusion of blood components and to study their clinical and epidemiological characteristics.” The authors explained that a “secondary objective [was] to identify arboviruses that can be a threat to transfusion safety through other non-vector, non-blood transfusion related routes of transmission...Systematic literature searches were conducted in MEDLINE, Embase, and Scopus.” The review included “29 studies reporting cases of human transmission of arboviruses through transfusion...Eleven studies described transfusion-transmitted West Nile virus; nine, dengue virus; two Zika virus; one of each of [Japanese] encephalitis, St. Louis encephalitis, tickborne encephalitis, Powassan, yellow fever, Colorado tick fever; and Ross River fever viruses.” The authors noted that the studies included in the review “described 74 cases of suspected transfusion transmission of 10 arboviruses...Most cases involved West Nile virus (N = 42, 56.8 percent) and dengue virus (N = 18, 24.3 percent)...The U.S. was the country with the most reported cases of transfusion transmission (N = 42, 62.2 percent).” The review found that “[t]he main type of blood component implicated was red blood cells (N = 35, 47.3 percent)...Over half of the reported transfusion-transmitted arbovirus cases, were described in recipients classified as immunocompromised (N = 40, 54.1 percent).” The researchers stated that “[a]rboviral morbidity and mortality was reported in 63.5 percent (N = 47) and 18.9 percent (N = 14) of cases described, respectively...Recipient mortality was mostly reported for the West Nile virus (N = 13; 92.9 percent) and [in] 78.6 percent (N = 13) of fatal cases the recipient was classified as immunocompromised...Eighteen additional arboviruses were identified with a potential threat to transfusion safety by means of organ and/or hematopoietic stem cell transplantation, mother-to-child transmission, direct blood contact, and/or prevalence in blood donors.” The authors concluded that “this review updated, characterized and classified cases of arbovirus transmission through transfusion.” In addition, they called upon blood transfusion centers [to] “develop robust hemovigilance systems with the ability to trace blood products from infected donors, so that these can be destroyed prior to use or, in case these have already been transfused, the physician can be informed in a timely fashion.”

Citation: Giménez-Richarte Á., Ortiz de Salazar M.I., Giménez-Richarte M.P., Collado, M., Fernández P.L., Clavijo C., *et al.* [Transfusion-transmitted arboviruses: Update and systematic review](#). *PLoS Negl Trop Dis.* 2022.

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

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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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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.

ADRP Webinar: “Restore Trust in Your Outbound Recruitment Efforts”

[Register](#) today for the Wednesday, December 7th ADRP [webinar](#) titled “Restore Trust in Your Outbound Recruitment Efforts” This sponsored webinar by 448 Connect will take place at 1 p.m. EST and feature Heath Wilson and Mark Sanger (448 Connect) sharing how their latest technology, INFORM, is helping blood centers across the country combat scam calls to improve their contact rates and reputation. Attendees will hear how INFORM “restores trust in the calls made from (or on behalf of) your blood center, allows blood center to beat scammers, and dramatically improves contact rates.”

(Source: ADRP [Announcement](#), 11/22/22)

Nominations Deadline Extended for 26th Annual Awards of Excellence

America’s Blood Centers (ABC) is accepting nominations for the 26th Annual *Awards of Excellence*. The program provides an opportunity for member blood centers to provide national recognition and showcase the best and brightest in the blood donation community. This year’s ceremony will take place Tuesday, March 7th, 2023, at the Ritz-Carlton (Pentagon City in Arlington, Va.) in conjunction with ABC’s 61st Annual Meeting in Washington, D.C. We encourage member blood centers to take advantage of this opportunity to provide recognition by submitting nominations before Friday, December 9th. Nominations may be submitted via this [form](#). Additionally, two complimentary tickets will be given to award winners. Additional details including award categories and descriptions are available to ABC members in MCN 22-088. Please contact [Member Services](#) with any questions or to receive a copy of the MCN.

(Source: MCN 22-088, 10/19/22)

Register for the 61st ABC Annual Meeting

[Register](#) today for the [61st ABC Annual Meeting](#) and 26th Annual *Awards of Excellence*. These events will take place March 6th-8th, 2023 at the Ritz-Carlton (Pentagon City) in Arlington, Va. Please secure your hotel [reservation](#) by February 17th. 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 a full day Advocacy Workshop focused on building tangible advocacy skills that can immediately benefit your blood center. The preliminary program-at-a-glance is [available](#). Please contact [us](#) with questions.

(Source: MCN 22-097, 11/17/22) 💧





WORD IN WASHINGTON

America's Blood Centers (ABC) joined the National, Heart, Lung, & Blood Institute (NHLBI) Constituency Group [letter](#) sent to chairs and ranking members of both the Senate and House subcommittees on Labor, Health and Human Services, Education, and Related Agencies in support of finalizing the fiscal year (FY) 2023 omnibus funding bill. The letter included support from 63 organizations and encouraged funding for "the National Institutes of Health, including at least \$3.946 billion for the NHLBI...A timely FY 2023 appropriation is vital to allow the NHLBI to continue addressing COVID-19 while maintaining progress on mission critical research addressing cardiovascular, respiratory, blood, and sleep related research priorities." The constituency group also stated in the letter that, "[t]he best approach to sustaining incremental progress in research and discoveries is effective planning made possible by recurring, timely, and continuous appropriations. This certainty is critical to scientific advancement. Without regular annual appropriations funding, vital basic, clinical, and translational research opportunities to address critical needs related to the long-term impact of COVID-19 across heart, lung, blood, and sleep, including protection of our most vulnerable populations, are compromised, delayed, or potentially curtailed."

(Source: NHLBI Constituency Group [Letter](#), 11/21/22)

The U.S. Food and Drug Administration (FDA) recently [announced](#) the approval of the first gene therapy to treat Hemophilia B in adult patients. "Hemgenix (etranacogene dezaparvovec), an adeno-associated virus vector-based gene therapy" can now be used as a treatment option for adults "who currently use Factor IX prophylaxis therapy, or have current or historical life-threatening hemorrhage, or have repeated, serious spontaneous bleeding episodes." FDA Center for Biologics Evaluation and Research Director Peter Marks, MD, PhD, stated in an agency news release, "[g]ene therapy for hemophilia has been on the horizon for more than two decades. Despite advancements in the treatment of hemophilia, the prevention and treatment of bleeding episodes can adversely impact individuals' quality of life. Today's approval provides a new treatment option for patients with Hemophilia B and represents important progress in the development of innovative therapies for those experiencing a high burden of disease associated with this form of hemophilia."

(Source: FDA [News Release](#), 11/22/22)

The Centers for Disease Control and Prevention (CDC) has [awarded](#) more than \$3 billion in grants to strengthen public health workforces and infrastructure. According to an agency news release, the awarded funds will be used by U.S. jurisdictions "to recruit, retain, and train their workforce, including critical frontline public health workers such as epidemiologists, contact tracers, laboratory scientists, community health workers, and data analysts. The funding also includes \$140 million from a new appropriation for jurisdictions to strengthen and revitalize their public health infrastructure. Lastly, national partners will be awarded \$65 million to provide training, evaluation, and other technical assistance to jurisdictions as they work to strengthen the services they provide and rebuild their workforce to help protect every American community." CDC Director Rochelle Walensky, MD, MPH added in the news release, "[s]tate, local, and territorial health departments are the heart of the U.S. public health system, and the COVID-19 pandemic severely stressed these agencies, which were already weakened by neglect and underinvestment. This grant gives these agencies critical funding and flexibility to build and reinforce the nation's public health workforce and infrastructure, and protect the populations they serve. We are meeting them where they are and trusting them to know what works best for their communities."

(Source: CDC [News Release](#), 11/29/22)

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WORD IN WASHINGTON (continued from page 5)

House Republicans recently [voted](#) to “keep earmarks for annual spending bills” according to a report from *Bloomberg News*. The vote in favor of earmarks “means that Republican leaders can bring spending bills to the floor next year that contain lawmaker-directed community project funding,” stated the publication.

(Source: *Bloomberg News*, [Republicans vote to continue spending earmarks next year](#), 11/30/22)

The U.S. Food and Drug Administration (FDA) [announced](#) this week that it has rescinded the emergency use authorization for the monoclonal antibody bebtelovimab to treat COVID-19. The agency indicated that the therapy is not “expected to neutralize Omicron subvariants BQ.1 and BQ.1.1., according to data.” According to the agency, “Eli Lilly and its authorized distributors have paused commercial distribution of bebtelovimab until further notice...Health care providers should use other approved or authorized products that are expected to retain activity against BQ.1 and BQ.1.1 as they choose appropriate treatment options for patients.”

(Source: FDA [Announcement](#), 11/30/22) 💧

PEOPLE



Audra Taylor, SBB has been [named](#) executive director for Blood Operations according to a news release from BioBridge Global and South Texas Blood & Tissue. She recently retired “from military service as the Division Chief of the Armed Services Blood Program (ASBP) for the Defense Health Agency [and] has more than 15 years of executive-level leadership over military blood programs. She was instrumental in informing and leading national policy and programs regarding blood operations and essential services to support this critical need.” During tenure “[w]ith the Defense Health Agency, she oversaw a successful rollout of initiatives in information management and technology modernization, strategic communications and marketing, donor recruitment, budget, and contracts for the Department of Defense. Her work encompassed three service blood programs (U.S.

Navy, U.S. Army, and U.S. Air Force), 20 blood donor centers, 60 transfusion services, two whole blood processing laboratories, one blood trans-shipment center, along with blood support detachments, and blood product depots.[She] also has supported participation across 12 AABB national committees and helped advance the industry of transfusion medicine applied to both military theater and civilian programs. With her support, the ASBP earned a variance exception from the FDA for cold storage platelet variance limits and developed a pathway for the manufacturing and transport of cold storage platelets. She also ensured executive-level support for continued involvement in blood-related research and development efforts concerning freeze-dried plasma, cryo-preserved platelets, pathogen reduction technology, and rapid donor screening.”

(Source: BioBridge Global and South Texas Blood & Tissue [News Release](#), 11/29/22) 💧





GLOBAL NEWS

The World Health Organization (WHO) has [recommended](#) using the term mpox instead of monkeypox. A statement from the WHO explained that:

- mpox will become a preferred term, replacing monkeypox, after a transition period of one year. This serves to mitigate the concerns raised by experts about confusion caused by a name change in the midst of a global outbreak. It also gives time to complete the ICD update process and to update WHO publications;
- [t]he synonym mpox will be included in the ICD-10 online in the coming days. It will be a part of the official 2023 release of ICD-11, which is the current global standard for health data, clinical documentation, and statistical aggregation; [and]
- [t]he term “monkeypox” will remain a searchable term in ICD, to match historic information.”

The organization added that “WHO will adopt the term mpox in its communications, and encourages others to follow these recommendations, to minimize any ongoing negative impact of the current name and from adoption of the new name.”

(Source: WHO [Statement](#), 11/28/22) 💧

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

Dec. 7. **ABC Scientific, Medical, and Technical Journal Club Webinar.** More information is available to members in MCN 22-098.

Dec. 8. **U.S. Food and Drug Administration Blood Products Advisory Committee Meeting (Virtual).** More details available [here](#).

2023

Mar. 6-8. **ABC Annual Meeting, Washington, D.C.** [Registration](#) is open. Additional information is available [here](#).

April. 24-28. **ABC Blood Advocacy Week.** More information coming soon.

Sept. 21-22. **29th IPFA/ Paul-Ehrlich-Institut[e] (PEI) International Workshop on Surveillance and Screening of Blood-borne Pathogens, Bologna, Italy.** More information available [here](#).

May 9-11. **2023 ADRP Conference, Charlotte, N.C.** Call for abstracts, hotel information, and more are available [here](#).

Sept. 17-20. **American Association of Tissue Banks Annual Meeting, National Harbor, Md.** More information available [here](#).

Oct. 14-17. **AABB Annual Meeting, Nashville, Tenn.** More information 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!



EQUIPMENT AVAILABLE

For Sale. 2023 All American Blue Bird Bus: 6.7L Diesel Engine with 6 Speed Allison Transmission/Air Breaks/Air Suspension/Wheelbase: 232"/100 Gallon Fuel Tank. This bus is ready for you to convert into your blood mobile Price: \$155k. ****IMMEDIATE POSSESSION**** ****location: ROCKFORD, IL**** Please contact Gary at (815) 961-2307 or gperry@rvbc.org.

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

Medical & Laboratory Director – West Division. Vitalant is currently seeking a Medical & Laboratory Director to provide oversight for the patients, donors, staff, and healthcare professionals in our West Division (CA and WA). Routine duties include blood center activities such as component manufacturing, product management, laboratory testing, donor suitability and counseling, education, & consultation and clinical services activities such as oversight of an immunohematology reference laboratory, transfusion services, therapeutic apheresis, and cellular therapy collections (e.g., Dendreon). Additional areas of specialization, such as cell sourcing and cellular therapy/cord blood, may be assigned as needed. This position works directly with the Corporate and Division teams to promote Vitalant's mission, vision, quality policy, and strategic initiatives to position Vitalant as a Center of Transfusion Medicine Excellence. Modeling high ethical, customer care, and confidentiality standards always, this person serves a vital role for assuring compliance with current policies, programs, and directives and providing medical support for the Blood Services Division and Vitalant Clinical Services. This role can work remotely anywhere within the West Division (California or Washington) with 20% travel to visit internal and external partners. How to apply: <https://bloodsystems.taleo.net/careersection/jobdetail.ftl?job=223087&lang=en>

Director of Human Resources (Shreveport, LA). LifeShare Blood Center is seeking an experienced human resources professional as our **Director of Human Resources**. The Director serves as an advisor and strategic business partner to operational units, ensuring alignment of departmental goals and processes with operational and business objectives. Reporting to the Chief Administrative Officer, the Director will develop and administer Company-wide policies and practices to promote positive employee engagement, facilitate business operations, manage risk exposures, and lead the human resources team in areas of recruitment, onboarding, employee relations, total rewards, performance management and employee health and safety. Please join us in our important mission to connect blood donors and the lives

they impact! LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package. Visit our [Careers Page](#) to learn more and apply.

Director of Blood Processing (Shreveport, LA). LifeShare Blood Center is seeking an experienced **Director of Blood Processing** to provide leadership and direction to our blood component processing and distribution teams. The Director will develop and nurture relationships with healthcare facilities and direct effective strategies to manage blood product inventory levels, quality testing and distribution activities to meet hospital customer needs. Please join us in our important mission to connect blood donors and the lives they impact! LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package. Please visit our [Careers Page](#) to learn more and apply.

Manager of Donor Resources. The Blood Connection is seeking a Manager of Donor Resources in Charlotte, NC and Greenville, SC to provide oversight to our recruitment teams within these divisions. This position directs Account Managers and Business Development Representatives to strategically manage our existing portfolio of blood donor groups and new business to reach collection targets. The Manager of Donor Resources monitors progress to goal proactively and effectively coaches and manages the team to success. The ideal candidate will have a strong background in territory management and team building. Candidates must possess excellent interpersonal, analytical, and strategic planning abilities. We offer an exceptional benefits package including a generous 401k match, 30 days PTO, company bonuses, tuition reimbursement, cell phone stipend, and yearly increases. Join one of the fastest growing blood centers in the country and help make an impact in your community today! How to apply: [Manager of Donor Resources Application](#)

Laboratory Tech I or II -- 2nd shift (Rhode Island Blood Center). This position is responsible for the execution of testing and quality control (QC) procedures

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POSITIONS (continued from page 8)

following Standard Operating Procedures, as assigned. Testing includes routine donor testing in large batches, as well as component qualifications. This position is responsible for proper disposition of components based on test or QC results. This position also works with the Supervisor of Client Testing to ensure appropriate test menus are completed as ordered and reported. Essential Functions: High complexity testing of donor blood samples with proper technique and documentation according to the procedures of the Rhode Island Blood Center, including computer and physical quarantine. Carrying out all procedures in a reasonable time frame as determined by supervisory personnel. Labeling of blood components including proper checking and documentation according to the procedures of the Rhode Island Blood Center Laboratory. This position is a Second Shift position. Five 8-hour shifts or Four 10-hour shifts. Qualifications: MLT, BB, MT or equivalent, or SBB (ASCP) certification. Must meet requirements for Testing Personnel for a Highly Complex Laboratory as described in the Clinical Laboratory Improvement Act of 1988. Data entry skills preferred. Click [here](#) to view the full job description and apply.

Medical & Laboratory Director – South Division. Vitalant is currently seeking a Medical & Laboratory Director to provide oversight for the patients, donors, staff, and healthcare professionals in our South Division (TN, LA, MS, NM, TX). Routine duties include blood center activities such as component manufacturing, product management, laboratory testing, donor suitability and counseling, education, & consultation and clinical services activities such as oversight of an immunohematology reference laboratory, transfusion services, therapeutic apheresis, and cellular therapy collections (e.g., Dendreon). Additional areas of specialization, such as cell sourcing and cellular therapy/cord blood, may be assigned as needed. This position works directly with the Corporate and Division teams to promote Vitalant's mission, vision, quality policy, and strategic initiatives to position Vitalant as a Center of Transfusion Medicine Excellence. Modeling high ethical, customer care, and confidentiality standards always, this person serves a vital role for assuring compliance with current policies, programs, and directives and providing medical support for the Blood Services Division and Vitalant Clinical Services. This role can work remotely anywhere within the South Division (TN, LA, MS, NM, TX) with 20 percent travel to visit internal and external partners but preference is given to candidates located in either LA or TN. How to apply: <https://bloodsystems.taleo.net/careersection/jobdetail.ftl?job=222681&lang=en>

Donor Services Operations Director (Oklahoma Blood Institute - Enid, Oklahoma). To provide leadership and direction over all aspects of mobile operation activities. To ensure that processes are in place to reach optimal department efficiency by meeting successful product collection, financial, quality, compliance, and customer service goals. All tasks undertaken, regardless of their timing, that have clear applicability to blood banking and transfusion medicine are considered within this position's scope of employment and are, therefore, subject to the Institute's Intellectual Property Policy and Procedures. Qualifications: Bachelor's degree in management or medical field preferred, minimum of five years' leadership/management experience, blood bank focus preferred and valid driver's license. Salary: Competitive salary based on education and/or experience and **\$500 bonus after 6 months and \$1,000 bonus after 1 year!** Benefits: Health, dental, vision, life insurance, long term disability, 401(k), paid-time off, \$5,000 annual tuition reimbursement, holiday pay, etc. How to apply: <http://obi.org/careers/>

Divisional Director. The Blood Connection is seeking a Divisional Director to provide oversight to our day-to-day operations in Charlotte, NC. This position provides direction for the division and ensures that directed departments meet divisional objectives. The Divisional Director will help provide support to executive management for the evaluation, planning, and execution of expansion into new territories. The ideal candidate will be a self-starter with a minimum of five years of progressive management experience. Candidates must possess excellent interpersonal, analytical, and strategic planning abilities. We offer an exceptional benefits package including a generous 401k match, 30 days PTO, company bonuses, tuition reimbursement, cell phone stipend, and yearly increases. Join one of the fastest growing blood centers in the country and help make an impact in your community today! How to apply: [Divisional Director Application](#)

Executive Director of Arkansas Blood Institute (Little Rock, Arkansas). The Arkansas Blood Institute is seeking a "community spirited" professional to LEAD its Little Rock 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 the Arkansas Blood Institute in the local community.

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POSITIONS (continued from page 9)

He/She will act as a liaison between the Institute 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, tuition reimbursement, referral bonus, and retention bonus. How to apply: <http://arkbi.org/careers/>

Sr. Director, Biotherapies Quality. Vitalant is currently seeking a Sr. Director of Biotherapies Quality to provide support and leadership in advancing performance related to compliance, process improvement, and risk mitigation in the area of Biotherapies, including, but not limited to cellular therapy collections and processing, collection of starting materials for biotherapy treatments, apheresis therapeutic procedures and clinical laboratories such as HLA and Specialty Coag labs. This role will be located in our corporate headquarters in Scottsdale, AZ and lead a geographically dispersed team who comprise the quality staff overseeing these activities. This Sr. Director is a highly visible leader and an integral member of the Quality Leadership team who assures quality in their areas of oversight. How to apply: <https://bloodsystems.taleo.net/careersection/jobdetail.ftl?job=222962&lang=en> ●