

## Two of America's Blood Centers' Largest Members Join Together

Issue #5  
February 10, 2017



Blood Systems, based in the Phoenix area, and The Institute for Transfusion Medicine (ITxM), headquartered in Pittsburgh, Pa., announced today they are joining together. The organizations are among the nation's largest blood providers and are founding members of America's Blood Centers. ITxM will initially operate as a controlled subsidiary of Blood Systems and will be fully integrated with Blood Systems at a later time. The transaction will be effective as of March 1, 2017, subject to obtaining necessary government approvals.

The blood centers of ITxM include Central Blood Bank in Pittsburgh; LifeSource in Chicago and eastern Pennsylvania; Virginia Blood Services in Richmond, Va.; and affiliate MEDIC Regional Blood Center in Knoxville, Tenn. They will retain their names and continue to serve their respective communities. ITxM and Blood Systems will consolidate managerial and administrative resources under the leadership of Blood Systems President and CEO Dan Connor.

"Blood Systems and ITxM are a natural fit," Mr. Connor said. "Our two organizations have worked together for a number of years in our testing joint venture, Creative Testing Solutions, and as partners in HemeXcel, a purchasing and contracting collaboration by five of the nation's leading blood centers.

"In welcoming ITxM, Blood Systems expands our capability to bring our services to interested

hospitals and health systems in the Midwest and mid-Atlantic region. And we are eager to bring ITxM's experience and expertise in centralized transfusion services, coagulation diagnostics and hemophilia

patient services to Blood Systems' customers around the country," he concluded.

"Our missions and values are parallel, as are our shared commitments to quality, teamwork and excellence," said ITxM President and CEO James Covert. "This is a time of tremendous change in health care and in blood banking. By merging now, our organizations build on our shared strengths to be well-fortified for the challenges ahead. ITxM and Blood Systems look forward to continuing and expanding our relationship."

Mr. Connor said the new relationship is part of Blood Systems' strategy to become a national organization. Five other blood centers and two former Blood Systems affiliates have joined the organization during the past three years.

With some 5,700 employees, the combined organization expects to collect approximately 1.6 million red blood cells

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## OUR SPACE

ABC Director of IT & Business Intelligence Sameer Ughade

### A Treasure Trove of Data Awaits

At ABC's recent board retreat, it became apparent that collating and analyzing member data in an actionable form is a key strategy for ABC. That got me thinking, developing robust data strategy is not unique to ABC as an organization, but is also critical for each of our member blood centers. Data is an ubiquitous commodity generated across an entire organization, amplified by vastly reduced data storage costs over the last few years, resulting in a remarkable amount and variety of data being available. IT applications are also increasingly specialized and focused on different areas of business operations, which results in data becoming ever-increasingly siloed into "data islands."

As an example, consider all the IT systems responsible for collecting and maintaining donor information: blood establishment computer systems (BECS), donor relationship management, donor scheduling, mobile applications, automated telecom systems, etc. This is causing data to be segregated and stored across many IT systems with many different definitions for very similar data.

The solution to these challenges is a comprehensive data strategy. The data strategy has to be created and supported at the C-Suite level with IT leaders playing critical roles in strategic decision making. Such cross-departmental collaboration ensures the data collected today is still usable in the future. A well-planned strategy should not only include the sources, types, and systems, but also data standards and governance.

The executive team should include a dedicated business leader to lead the strategy. Since most of the data is generated from the business centric applications spawned across multiple departments, it is imperative that the leader comes from a business background. The leader has to be a good data-steward and must ensure there is consensus and conformance to a data standard across the various areas of the organization.

The good news is that most of the organizations across the health care industry are increasingly focused on their data strategy, as can be noticed by the newly minted corporate titles of Chief Data Officer, Chief Analytics Officer, and Chief Digital Officer. Most organizations are also working on a comprehensive Business Intelligence or Data Analytics division or program within their organizations, which are helping meet some of these needs.

Overall we can all agree that, irrespective of the organization size, there is a treasure trove of data that will be collected and available in the next decade. The real question will be if the organization will have a data strategy to use it to their advantage and make it an inherent strength of the organization. ABC's data strategy comprises of our Data Warehouse initiative that can complement and support our members' data strategy. Considering how critical of a role data will play within organizations to differentiate and enable them in the future, it is now imperative to answer the question "What is my organization's data strategy?" ♦

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ABC is an association of not-for-profit, independent community blood centers that helps its members provide excellence in transfusion medicine and related health services. ABC provides leadership in donor advocacy, education, national policy, quality, and safety; and in finding efficiencies for the benefit of donors, patients, and healthcare facilities by encouraging collaboration among blood organizations and by acting as a forum for sharing information and best practices.

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**Annual Subscription Rate: \$390**

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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.*

### Register for the FABC Fundraiser at the Hay-Adams



Join the Foundation for America's Blood Centers (FABC) in celebrating their 20<sup>th</sup> Anniversary in one of the Capital's most historic and magnificent hotels—The Hay-Adams. This fundraising event will be held on Sunday, March 26 from 6:30 p.m. to 8:30 p.m. and costs \$200 to attend. The event will have live entertainment, food, networking opportunities, and merriment for a great cause. Attendees from the ABC Annual Meeting come together during this event to network and discuss the most pertinent topics of our industry, while they also enjoy breathtaking views of the White House and downtown Washington, D.C.

Not only will the exchanging of ideas be in full bloom at this event, but the cherry blossoms are also forecasted to be at peak levels that week—turning the landscape of D.C. awash in pink. A custom drink cocktail to celebrate the festival, along with a beer and wine open bar, will be available along with a rolling dinner.

When registering for the ABC Annual Meeting, don't forget to add this event. Transportation from the Ritz in Pentagon City to the Hay-Adams will be provided. If you have any questions, email [Lori Beaston](#) or [Jodi Zand](#) for more information or registration.

### Advocating for Separate Coding

ABC staff members, along with representatives from AABB and the American Red Cross, met with the Centers for Medicare and Medicaid Services (CMS) this week to advocate for fair coding and reimbursement related to pathogen reduced platelets. The final 2016 Hospital Outpatient Prospective Payment System [rule](#) combined pathogen reduction technology (PRT) platelets under the same code as rapid bacterially tested apheresis (RBT) platelets (P9072), thus devaluing the more expensive PRT and combining two distinctly different therapeutic products. ABC [previously wrote to CMS](#) about this issue, urging that both important technologies be reimbursed, but not under the same code. The new P9072 code went into effect January 1, 2017. ♦



### ADRP Visits China

Marie Forrestal, ADRP President-Elect, represented the association at the China Society of Blood Transfusion's conference in Xiamen, China in November. The trip was sponsored by Terumo BCT China and coordinated by Marketing Manager Mindy Xu. Conference attendees came from blood centers in all of the Chinese provinces. [Read more](#) on Ms. Forrestal's trip to China. ♦



## TWO ABC CENTERS JOINING (continued from page 1)

in 2017, including other related laboratory, clinical, and pharmaceutical product service lines.

As a part of the merger, ITxM's Blood Science Foundation will become an independent supporting charity and foundation. Through philanthropy and grant making, the Foundation's mission will be to support ITxM and Blood Systems in fulfilling their mission to advance cutting edge research, provide a safe and ample blood supply and meet the needs of the health care communities, patients, and donors. The newly independent Foundation will be led by Mark Giaquinto, ITxM's former Chief Financial Officer. ♦

## RESEARCH IN BRIEF

**The first Zika positive test results from U.S. blood donor samples published.** Of the 358,786 donations within the continental United States tested between May 23 and October 9, 2016 using the Roche cobas 6800/8800, 23 were found to be reactive for Zika. Fourteen of those cases had probable Zika infections and nine were non-reactive after additional testing.

**Citation:** Galel S.A., Williamson P.C., Busch M.P., *et al.* First Zika-positive donations in the continental United States. *Transfusion*. February 5, 2017 online. DOI: 10.1111/trf.14029.

**Amustaline and glutathione (INTERCEPT) pathogen reduction active against Zika in RBCs *in vitro*.** Investigators from Cerus and ABC member Bonfils Blood Center report >5.99 log tissue culture infective doses/mL inactivation of spiked Zika, virus levels higher than found in infected blood donors.

**Citation:** Laughhunn A., Santa Maria F., Broult J., *et al.* Amustaline (S-303) treatment inactivates high levels of Zika virus in red blood cell components. *Transfusion*. February 5, 2017 online. DOI: 10.1111/trf.13993.

**Data suggest the risk of maternal and fetal exposure to Zika from a blood transfusion is very low.** In a retrospective, observational study at Ottawa Hospital, 45,179 pregnancies resulting in delivery of a live or stillborn infant between January 1, 2007, and December 31, 2013 were studied. Fifty-six (0.001 percent) received a transfusion of any blood product. With this low probability of receiving a blood transfusion, along with the low likelihood of a Zika-infected blood donation passing through the deferral and testing process for Zika, the likelihood that a mother will be infected by transfusion is very low, noted the authors.

**Citation:** Murphy M.S.Q., Shehata N., J Colas J.A., *et al.* Risk of exposure to blood products during pregnancy: guidance for Zika and other donor deferral policies. *Transfusion*. February 5, 2017 online. DOI: 10.1111/trf.14001. ♦

## BRIEFLY NOTED

**AXL, a cell surface molecule, helps to explain some unique pathogenic features of Zika virus infection.** Why Zika, unique among human flaviviruses, is so infectious and pathogenic for fetuses is an important research question. Investigators at the Scripps Research Institute in Florida have identified viral interaction with the cell surface molecule AXL as a cofactor that distinguishes Zika from dengue and West Nile Virus, enhancing its ability to both cross the placenta, the blood-brain barrier, the eye-blood barrier, and infect the testis. All these structures bear AXL molecules.

**Citation:** Richard A.S., Shim B.S., Kwon Y.C., *et al.* AXL-dependent infection of human fetal endothelial



**BRIEFLY NOTED** (continued from page 4)

cells distinguishes Zika virus from other pathogenic flaviviruses. Proceedings of the National Academy of Sciences of the U.S. February 6, 2017 ahead of print. DOI: 10.1073/pnas.1620558114.

**In a commentary in the *New England Journal of Medicine* (NEJM), doctors wrote about their discontent and the effects of the President's immigration ban on training international students.** The authors stated they believe the ban will create a detrimental effect across the health care sector, especially postgraduate training and employment in underserved areas. Currently, 7,460 international medical graduates (IMGs) who are not U.S. citizens are practicing in the country today and 299 IMGs entered the U.S. as IMGs from countries listed in the ban in 2013. The ban creates an unfair amount of stress on these students and physicians already in the U.S. and those looking to enter the U.S. for schooling, the authors wrote. Certain types of visas granted to these students require the IMGs to return to their country of origin for two years or obtain a "J-1 waiver" for a clinical job in underserved areas to stay in the U.S. With this ban, these students cannot return. The authors expressed the view that the selection process for these IMGs itself constitutes "extreme vetting" and that the executive order results in de facto religious discrimination.

**Citation:** Masri A. and Senussi M.H. Trump's Executive Order on Immigration — Detrimental Effects on Medical Training and Health Care. *NEJM*. February 1, 2017. DOI: 10.1056/NEJMp1701251.

**A U.K. study associated long-term increased risks of liver cancer and non-Hodgkin lymphoma with transfusions in women.** In a retrospective study of 11,274 women who were transfused in 2000 or after, 14.8 percent (n=1,648) of the women were diagnosed with cancer. The authors noted a higher risk for liver cancer (relative risk=2.63, 95 percent confidence interval [CI]1.45 to 4.78) and for non-Hodgkin lymphoma (relative risk=1.74, 1.21-2.51) in women with transfusion compared to those without. The authors acknowledge they did not have information on the type or amount of transfusion or if the patients had unrecorded transfusions. The study was also limited to 10 years after 2000 and the associations may be confounded by unmeasured factors, including conditions not recorded at the time of transfusion, or by transfusion history or other history prior to the period of data availability.

**Citation:** Yang T.O., Cairns B.J., Reeves G.K., *et al.* Cancer risk among 21st century blood transfusion recipients. *Annals of Oncology*. November 14, 2016 online. DOI: <https://doi.org/10.1093/annonc/mdw555>. 🔴

**RECENT REVIEWS**

**Chlorhexidine could be an effective preoperative skin antiseptic.** In a systematic review of 19 studies from 2000 to 2014, researchers found there was moderate quality evidence supporting the use of chlorhexidine in favor of iodophors, and high-quality evidence that the use of chlorhexidine is associated with fewer positive skin cultures. More studies are needed, noted the authors.

**Citation:** Privitera G.P., Costa A.L., Brusaferrro S., *et al.* Skin antisepsis with chlorhexidine versus iodine for the prevention of surgical site infection: A systematic review and meta-analysis. *American Journal of Infection Control*. February 1, 2017. DOI: <http://dx.doi.org/10.1016/j.ajic.2016.09.017>.

**More and better structured transfusion medicine (TM) education is needed for non-transfusion medicine physicians.** A new review of how medical students are being taught TM was published. It examined and defined curriculum steps, using the Thomas and Kern six-step approach, and included: identifying the current undergraduate and graduate transfusion medicine curriculum, creating standardized education in

(continued on page 6)



## RECENT REVIEWS (continued from page 5)

the third or fourth year of medical school, setting goals and objectives that are measurable and specific; delivering this education in many ways—readings, lectures, online learning resources, etc.; managing the institution's resources for effective implementation of the TM curricula as well as subsequent evaluation, and feedback from students and teachers.

**Citation:** Lin Y. and Haspel R. L. Transfusion medicine education for non-transfusion medicine physicians: a structured review. *Vox Sanguinis*. February 2017. DOI: 10.1111/vox.12499. 📌

## INFECTIOUS DISEASES

**A potential Zika vaccine offered rapid and durable protection in animal models.** In a letter to the journal *Nature*, scientists at the Perelman School of Medicine at the University of Pennsylvania described their study of a new candidate vaccine for Zika, containing messenger RNA (mRNA) encoding two key proteins from the virus. The candidate vaccine provided protection from the virus after one shot in mice for up to five months after vaccination and non-human primates at five week post-vaccination. Their data demonstrate that nucleoside-modified lipid nanoparticle-encapsulated nucleoside-modified mRNAs (mRNA-LNP) offered rapid and durable protection against Zika and could be a new and promising vaccine candidate.

**Citation:** Pardi N., Hogan M.J., Pelc R.S., *et al.* Zika virus protection by a single low-dose nucleoside-modified mRNA vaccination. *Nature*. February 2, 2017 accelerated article preview. DOI: 10.1038/nature21428. 📌

**ABC's  
Got Talent**

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Season II is Here

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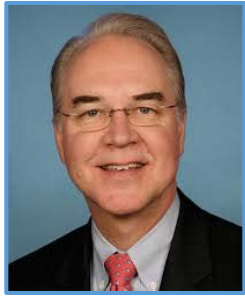
**MARCH 27, 2017**

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## WORD IN WASHINGTON



### Rep. Tom Price (R-Ga.) was confirmed.

The Senate confirmed Rep. Tom Price to be the next Secretary of the U.S. Department of Health and Human Services on Thursday night. Democrats hotly contested the cabinet pick due to what they called ethical concerns. The vote was cast along party lines at 52 to 47. Republicans call Rep. Price, who is an orthopedic surgeon and member of the U.S. House of Representatives, a knowledgeable pick. Rep. Price has expressed a goal of his is to dismantle much of the Affordable Care Act and revamp the Medicare program. (Source: *Washington Post*, [Polarizing HHS nominee confirmed by Senate on party-line vote](#), February 10, 2017)

### Hiring freeze will hurt the Food and Drug Administration (FDA), two representatives wrote in a letter.

Fred Upton (R-Mich.) and Diana DeGette (D-Colo.) wrote a letter to the acting director of the Office of Management and Budget (OMB) stating that the hiring freeze puts bipartisan priorities at the FDA at risk. As co-sponsors of the 21st Century Cures legislation, these two representatives noted the hiring freeze works directly against their efforts to speed up the regulatory process at the FDA. “Hampering FDA’s ability to hire puts important, bipartisan priorities like successful implementation of [Cures] and the agency’s commitments under the user fee agreements at risk,” Reps. Upton and DeGette wrote in the letter. “We respectfully ask that OMB issue additional guidance clarifying whether FDA is subject to the hiring freeze.” (Sources: [Politico Pulse](#), February 7, 2017; Regulatory Affairs professional Society, [Hiring Freeze at FDA: Upton and DeGette Say it Puts Priorities at Risk](#), February 7, 2017) ♦

## REGULATORY NEWS

### The Food and Drug Administration (FDA) is looking for new advisory committee members.

This year, however, committee applicants must expect to have their information made more public. Former FDA committee applicants were not under such transparency as parts of their resumes were redacted. The reasons for such redactions is unclear and critics said it made scrutinizing candidates for possible conflicts of interest more difficult. Public Citizen, a non-partisan lobbying group in Washington, D.C., sued over the issue and the FDA has agreed that going forward, anyone applying to be on a committee will have to agree to having a full run-down of their experience posted on the FDA website. (Source: [FDA website](#)) ♦

## MEMBER NEWS

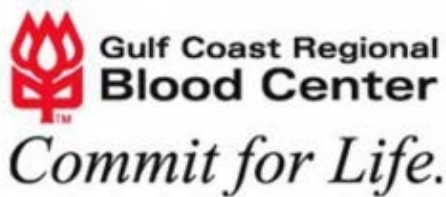


### Inland Northwest Blood Center (INBC) Receives Pinnacle Award.

Spokane County Commute Trip Reduction hosted their Annual “Way to Go” awards ceremony last week to celebrate employers’ success in promoting Washington State’s Commute Trip Reduction Law. President and CEO Jeff Bryant and Employee Transportation Coordinator Shirley Mace received the award on behalf of INBC at the event. Only two employers in the county receive this annual award. The Pinnacle Award honors organizations for their outstanding commitment to commute alternatives. Employers who receive this award demonstrate a firm understanding of the true benefits of reduction activities, such as cleaner air, healthier employees, reduced traffic congestion, and an overall enhancement of the quality of life in Spokane County. Along with the award, INBC also received a letter of accolade from U.S. Senator Patty Murray (D-Wash.) and a Certificate of Special Congressional Recognition from Congresswoman Cathy McMorris Rodgers (R-Wash.) in recognition of INBC’s commitment to the benefits of Commute Trip Reduction in addition to their patient work.



MEMBER NEWS (continued from page 7)



**Pint for a pint.** Gulf Coast Regional Blood Center (GCRBC) and Saint Arnold Brewing Company teamed up to treat donors who boost the blood supply this winter. GCRBC is giving out certificates for those who donate—and potential donors who become deferred, between January 30 to February 12. The certificate awards 21-year-old and up donors a classic beer tasting package at the brewery and includes a souvenir “**Commit for**

**Life**” taster glass along with four classic beer tokens. The certificate is redeemable at the Saint Arnold brewery near Downtown Houston during regular hours February 13 to March 4. (Source: [GCRBC website](#))



**Using radio frequency identification technology (RFID) to digitally track blood usage and inventory.** BloodCenter of Wisconsin, part of Versiti, and Fresenius Kabi launched a pilot program at the Children’s Hospital of Wisconsin using RFID to digitally track blood usage and inventory. The hospital said in a press statement that it is the first pediatric hospital in the country to

use RFID in the area of transfusion medicine. RFID tags are applied to the blood bags before it reaches the hospital so the units can be tracked for its entire journey from shipment to recipient. This process allows for real-time information designed to help health care professionals optimize the availability of their blood supply. BloodCenter of Wisconsin spearheaded the use of RFID technology in non-pediatric transfusion medicine environments in 2006 under a National Institutes of Health grant. The CompoTrace pilot program at BloodCenter of Wisconsin and Children’s Hospital of Wisconsin began in October 2016 and will conclude in February 2017. Fresenius Kabi is planning similar projects at other hospitals in 2017. (Source: [BCW press release](#), February 6, 2017) ◆

**New Developments in Hemoglobin-Based Oxygen Carriers Webinar**

February 28, 2017

3:00 p.m. ET

SMT is sponsoring this evidence-based webinar presented by Prolong Pharmaceuticals about their developmental hemoglobin-based oxygen carrier (HBOC), Sanguinate. Scientific representatives of the company will describe the chemistry, mechanisms of action, and its options for clinical trial design.

This webinar is open to non-members for the introductory registration fee of \$25, and is complimentary to ABC members.

Click [here for details](#).



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## ADRP ANNUAL CONFERENCE

Join over 250 recruitment, collections and marketing leaders from over 20 countries for the ADRP Annual Conference.

- Attend education sessions covering donor recruitment, marketing, collections, leadership, strategy, integration, measurement, and new ideas that you can implement now.
- Visit the exhibits to see the latest technology.
- Learn from your industry peers in breakout sessions and networking events.

[click here to learn more or register](#)



"The 2016 ADRP Conference was a perfect blend of Recruitment & Collections content. To hear leaders in our industry from around the world share best practices was priceless.

—Pamela B. Rascon, Director, Community Resources, Sheppard Community Blood Center, GA

May 1-3, 2017  
Chicago, Illinois

Subscribers Registration: \$550

Hotel Rate for ADRP: \$199/night

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Illinois 60605, USA  
[Reserve Room Online](#)



[adrp.org/annual-conference](http://adrp.org/annual-conference)

### ABC 2017 Meetings & Workshops

Join us at the 2017 ABC Meetings and Workshops. We are thrilled to welcome ADRP to our lineup of premier education offerings this year. For more information on any event, email [Lori Beaston](mailto:Lori.Beaston@abc.org).

#### ABC Annual Meeting and International Blood Safety Forum

March 24-28, Washington, D.C.  
Non-members register [here](#);  
Sponsors email [Jodi Zand](mailto:Jodi.Zand@abc.org); members [Lori Beaston](mailto:Lori.Beaston@abc.org)

#### ABC Summer Meeting, MD Workshop and FABC Links for Life Golf Tournament

August 1-4, Providence, RI  
Registration coming this spring

#### ADRP Conference

May 1-3, Chicago, IL [Register now](#)

#### Technical/Quality Workshop

June 6-8, Omaha, NE [Registration opens in March](#)

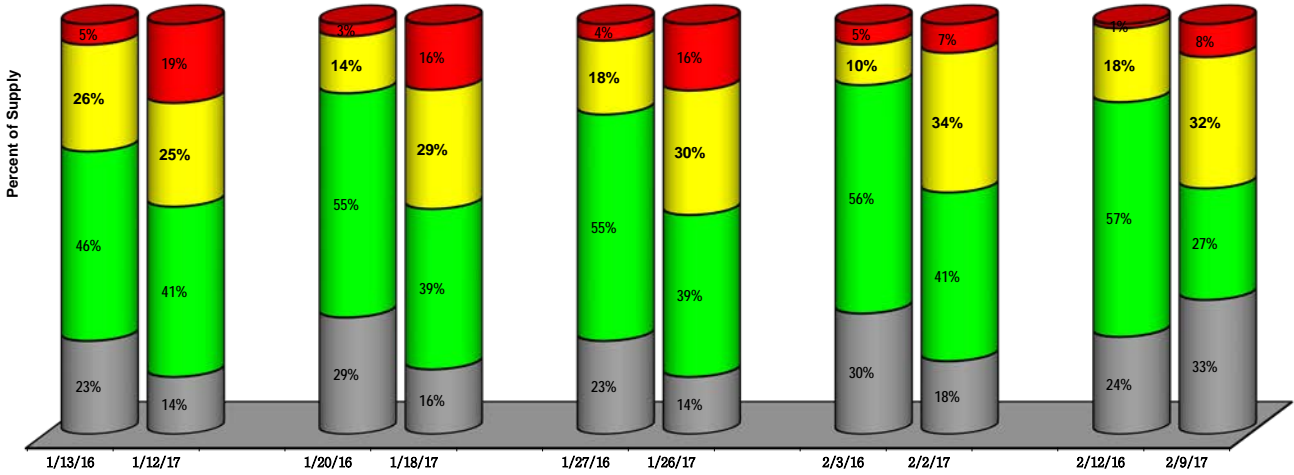
#### Financial Management & IT Workshops

September (Dates TBD), Houston, TX [Registration coming this summer](#)





## STOPLIGHT®: Status of the ABC Blood Supply, 2016 vs. 2017



■ No Response     
 ■ Green: 3 or More Days     
 ■ Yellow: 2 Days     
 ■ Red: 1 Day or Less

The order of the bars is (from top to bottom), red, yellow, green, and no response



### AMERICA'S BLOOD CENTERS

## 55<sup>th</sup> ANNUAL MEETING



**March 24-28, 2017 – Washington, DC**

*"The 2017 ABC Annual Meeting in Washington, DC is the premier place for industry leaders to experience peer-to-peer collaboration and networking, exclusive educational events and the opportunity to be an advocate for your blood center on Capitol Hill."*  
 – Christine Zambricki, Chief Executive Officer, America's Blood Centers

**Meeting Schedule**

**Friday, March 24**  
International Blood Safety Forum

**Saturday, March 25**  
Business Forum  
ABC Board Meeting

**Sunday, March 26**  
ABC Members Meeting  
SMT Forum & Celso Bianco Lectureship  
FABC Reception

**Hotel Information**  
Ritz-Carlton (Pentagon City)  
Hotel room rate: \$249 + tax  
Reserve hotel by March 3

**Monday, March 27**  
Blood Center Leadership Forum  
20th Annual Awards of Excellence  
ABC's Got Talent Season II

**Tuesday, March 28**  
Advocacy Forum  
Capitol Hill Visits

**Future Leader Scholarship Program (Funded by FABC)**  
Details available upon registration.

**Registration Fees (Member/Non-member)**  
Annual Meeting: \$975 / \$1,605  
International Blood Safety Forum (Friday only): \$275 / \$275  
International Blood Safety Forum & Business Forum (Fri & Sat only): \$410 / \$410  
Business Forum through Advocacy Forum (Sat through Tue): \$760 / \$1,330  
Registration opens early December. For questions, contact [Lori Beaston](#).

**Sponsorship Opportunities**  
For questions or to learn more about sponsorship opportunities, contact [Jodi Zand](#).



**America's Blood Centers®**  
It's About Life.

## CALENDAR

### 2017

Feb. 13-14. **AABB U.S. Hemovigilance Symposium, Atlanta, Ga.** [Click to register](#) and for more information.

February 13-15. **Pharma Conference: 13th Annual FDA and the Changing Paradigm for HCT/P Regulation, Alexandria, Va.** For more information, click [here](#).

Mar. 2-3. **IPFA 2<sup>nd</sup> Asia Workshop on Plasma Quality and Supply, Yogyakarta, Indonesia.** To register for the workshop, click [here](#).

Mar. 24-28. **Annual Meeting, America's Blood Centers, Washington, D.C.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Mar. 25. **Board Meeting, America's Blood Centers, Washington, D.C.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

April 6. **FDA Public Workshop: Emerging Tick-Borne Diseases and Blood Safety, Bethesda, Md.** For more information, click [here](#).

Apr. 18-19. **Heart of America Association of Blood Banks (HAABB) 50th Annual Spring Meeting, Kansas City, Mo.** For more information and to register, go to <http://www.haabb.org>.

May 1-3. **ADRP 2017 Annual Conference, Chicago, Ill.** More information is available on the [website](#).

May 16-17. **IPFA/PEI 24<sup>th</sup> International Workshop on "Surveillance and Screening of Blood-borne Pathogens", Zagreb, Croatia.** To register, click [here](#).

May 17-19. **Cellular Therapies and Transfusion Medicine in Trauma and Critical Care-Looking Towards the Future, San Francisco, Calif.** Presented by Blood Systems, Blood Systems Research Institute, and the University of California San Francisco. For more information, or to register, click [here](#).

June 6-8. **Technical & Quality Workshops, America's Blood Centers, Omaha, Neb.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

June 17-21. **27th Regional Congress of the ISBT, Copenhagen, Denmark.** Click [here](#) to register for the event.

Aug. 1-4. **Summer Meeting, MD Workshop & Golf Tournament, America's Blood Centers, Providence, R.I.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Aug. 4. **Board Meeting, America's Blood Centers, Providence, R.I.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Sept. 11-12. **IPFA/BCA 3<sup>rd</sup> Global Symposium on The Future for Blood and Plasma Donations, Atlanta, Ga.** [Registration is now open.](#)

Nov. 8-10. **10<sup>th</sup> World Federation of Hemophilia Global Forum, Montreal, Canada** For more information and to register, click [here](#). ♦

**MARK YOUR CALENDAR!**  
ABC SMT Journal Club Webinar  
Monday, March 13  
1 to 2 p.m. EST

Details to come!





## 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, contact Leslie Maundy at the ABC office. Phone: (202) 654-2917; fax: (202) 393-1282; e-mail: [lmaundy@americasblood.org](mailto:lmaundy@americasblood.org).

## POSITIONS

**Director of Technical Services.** Manages laboratory employees in testing and preparation of blood products and manages Hospital Services' employees for distribution of products. Supervises Quality Assurance functions to ensure accurate and reliable work; enforces Safety policies; and encourages and trains according to cGMPs. Oversees Technical Services' compliance with the FDA, AABB and state regulations for blood centers. Promotes positive customer relations in an effort to achieve customer satisfaction and repeat business. Assists other Senior Management Team members in carrying out Shepard's mission and goals. Qualifications: Minimum of associates degree in a biological science; Medical Technology or Clinical Laboratory Science certification awarded by the American Society of Clinical Pathology or equivalent; minimum of an associate's degree in a Biological Science, Medical Technology or Clinical Laboratory Science certification awarded by the American Society of Clinical Pathology or equivalent. At least five (5) years progressive experience in management, SOP writing and FDA compliance. Experience in hospital transfusion medicine/blood bank. Please forward cover letter, download Shepard's Application located at [www.shepeardblood.org](http://www.shepeardblood.org) and resume to: [sjohnston@shepeardblood.org](mailto:sjohnston@shepeardblood.org). EEO for individuals with Disabilities & Protected Veterans.

**Director of Mobile Recruitment.** The Director of Mobile Recruitment is the operations leader for the mobile recruitment department. This position is responsible for the strategic development of mobile collections with an emphasis on continuous process improvement, oversees all daily operations, responsible for achieving donor collection goals, responsible for all operational activities in field recruitment, and responsible for an annual budget of up to \$3M. This individual must be an effective leader of change, constantly seeking opportunities to recognize best practices. Bachelor's degree or seven years' experience in blood center operations, masters' degree plus, minimum of five years' experience in management with direct responsibility for staff, departmental budget and process improvement, and a minimum of five years sales management experience. We are an EEO/Affirmative Action employer. Carter BloodCare (CBC) provides equal employment opportunities (EEO) to all employees and applicants and will not discriminate in its employment practices due to an employee's or applicant's race, color, religion, sex, sexual orientation, gender identity, age, national origin, genetic, and veteran or disability status. CBC is a Pro Disabled & Veteran Employer. Please

apply online at: [www.carterbloodcare.org](http://www.carterbloodcare.org). We maintain a drug-free workplace and perform pre-employment substance abuse testing.

**Reference Laboratory Supervisor (Full Time).** Blood Bank of Hawaii is seeking a successful leader to oversee and coordinate all reference lab work and product quality control testing services. We are a nonprofit, community-based organization that provides blood components and clinical/technical services to hospitals, physicians and patients throughout Hawaii. The ideal candidate will encompass a high standard for accuracy, follow-up and follow-through, and thrive in an environment where problem solving is a necessity. Will work with team members ensuring compliance at all times, and will also be responsible for the administrative/supervisory functions offering support and guidance to personnel. The incumbent will also serve as a technical resource to hospitals and other departments outside their primary responsibility. If you are up for the challenge, we want to talk to you! Minimum qualifications include baccalaureate degree in Medical Technology or in a related science from an accredited college or university; Certified Medical Technologist by ASCP; eligible for Clinical Laboratory Technologist license by the Department of Health of the State of Hawaii. Previous work experience as an MT in hematology and immunohematology is preferred; certification as a Specialist in Blood Banking (SBB) is highly desirable. Complete an online application by visiting [www.BBH.org](http://www.BBH.org).

**Chief Medical Officer.** Traditional blood banking is at an exciting inflection point, needing to respond to a number of local and national market changes. The San Diego Blood Bank (SDBB) is in a unique position to be one of the leaders of the blood industry into the future, by leveraging and extending its competencies to have even greater impact in our community's health. SDBB will continue our mission of providing high quality and blood and biological products on a local, regional and national scale while simultaneously integrating into local and national scientific and clinical communities to actively drive the future of healthcare through research. The San Diego Blood Bank is now searching for a Chief Medical Officer (CMO) to provide medical oversight of our opportunities in blood banking and in life science research and clinical trials, including the Precision Medicine Initiative. The CMO will help drive SDBB's efforts to

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POSITIONS (continued from page 12)

position itself as a visionary leader in both its traditional blood banking market as well as in emerging life science markets. Education: M.D. or D.O. degree, with subspecialty board certification in hematology or transfusion medicine preferred. Certifications/Licenses: Active, unrestricted California medical license. San Diego Blood Bank is an Equal Opportunity Employer. EEO/Minority/Female/Disability/Vets. [sandiegoblood-bank.applicantpro.com](http://sandiegoblood-bank.applicantpro.com)

**Executive Director of Quality Assurance (Shreveport, LA).** LifeShare Blood Centers is currently looking for an Executive Director of Quality Assurance, whose primary responsibility is to develop a system that ensures that policies and procedures regarding the manufacturing processes of the blood center operation are in compliance with standards and regulations governing the blood banking industry as well as providing leadership of the staff working in the quality department. The Executive Director will oversee the activities of the QACs, reviewing reports and trends to determine errors in procedure(s) or training. The ECQA implements and achieves the quality/compliance goals and objectives of the organization. B.S. in Medical Technology or related field required. Must be familiar with FDA regulations governing blood banking, AABB standards and must have significant work experience managing quality programs and procedures in a blood bank or hospital laboratory environment. To apply, please visit: [www.lifeshare.org](http://www.lifeshare.org) under the careers tab. ♦