



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

Visit ABC's Web site at: [www.americasblood.org](http://www.americasblood.org)

2023 #43

December 4, 2023

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## Blood Community Responds to Proposed Rule for Medication Guides: Patient Medication Information

America’s Blood Centers (ABC), the Association for the Advancement of Blood & Biotherapies (AABB), and the American Red Cross have submitted [joint comments](#) to the U.S. Food and Drug Administration (FDA) regarding the [proposed rule](#) titled “Medication Guides: Patient Medication Information.” The FDA proposed rule would “amend” the agency’s labeling regulations for medication guides (FDA-approved written prescription drug product information distributed to patients) “[requiring] applicants to create a new type of Medication Guide, referred to as Patient Medication Information (PMI), for prescription drug products, including biological products, used, dispensed, or administered on an outpatient basis and for blood and blood components transfused in an outpatient setting. PMI would be a one-page document with standardized format and content that would be submitted to FDA for approval” with the aim of improving public health and safety.

In the comments, the blood community urged the agency to “exclude blood and blood components from the PMI since patients receive information on the risks associated with blood transfusions, and are provided with the ability to ask questions, decline transfusion or select alternative treatment options, through the informed consent process; blood and blood components are always transfused by a healthcare professional; and PMI for blood and blood components will not achieve the intended results of aiding in ‘preventing the introduction, transmission, or spread of communicable disease,’ because these elements for blood safety must be addressed through a well-established, extensive system of robust safety requirements by FDA and AABB prior to labeling for distribution.”

Additionally, the comments addressed specific questions posed by FDA regarding the potential requirement of PMI for blood and blood components. The blood community explained that, “all hospital transfusion services have the [Circular of Information for the Use of Human Blood and Blood Components](#) and can use this comprehensive resource to develop informed consent materials.” ABC, AABB, and the American Red Cross encouraged FDA to, “consider the PMI as addenda to the *Circular*. Therefore, the documents would be submitted to FDA for review with the next version of the FDA-recognized *Circular* through the longstanding, existing process. They would not be subject to a new or separate approval process...if FDA decides to require PMI documents for blood and blood components, the blood community can jointly develop the PMI documents by creating a subgroup of subject matter experts under the AABB Circular of Information Task Force and incorporating the PMI documents into the longstanding collaborative process used to develop the *Circular*.”

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### PMI Joint Comments (continued from page 1)

The blood community “advised against introducing additional regulatory burdens by mandating [that] PMI details be electronically housed on the FDA website.” The comments also noted how “burdensome it would be to require providers to give patients a PMI before every blood transfusion, when established informed consent processes and procedures do not necessarily require providers to obtain a patient’s informed consent before each transfusion.” ABC will continue to provide updates regarding the proposed rule. Please contact ABC Director of Regulatory Affairs and Public Policy [Justine Coffey, JD, LLM](#), with questions.

(Source: PMI [Joint Comments](#), 11/27/23) ◆

## WORD IN WASHINGTON

The U.S. Food and Drug Administration (FDA) [published](#) a final guidance on November 17<sup>th</sup> titled “Notifying FDA of a Permanent Discontinuance or Interruption in Manufacturing of a Device Under Section 506J of the FD&C Act.” The guidance includes a draft guidance document titled “[Select Updates for the 506J Guidance: 506J Device List and Additional Notifications](#),” which is available for comment until February 15<sup>th</sup>. This guidance is pursuant to the CARES Act (Coronavirus Aid, Relief, and Economic Security Act) passed March 2020 outlining the implementation of the notification of FDA of a permanent discontinuance or interruption in the manufacturing of a device that is likely to lead to a meaningful disruption in the supply of that device during or in advance of a public health emergency (PHE). This notification was voluntary for device manufacturers prior to the CARES Act and remains voluntary outside of the scenarios outlined in the guidance.

(Source: [FDA Guidance](#), 11/17/23) ◆



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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 recognizes 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

### **Intravenous (I.V.) Iron Before Cardiac Surgery Reduces Transfusion in Patients Without Anemia.**

A [study](#) in the *British Journal of Anaesthesia* tested the hypothesis “that i.v. iron administration before cardiac surgery would reduce red cell transfusion in patients without an[e]mia.” The authors explained that, “[t]his single-cent[er], double-blind, randomi[z]ed, placebo controlled clinical trial was conducted from October 2016 to November 2019 in the cardiac surgery department [of a hospital] in Israel.” The study “included patients >18 years of age who were admitted to [the] institution for an elective or urgent on-pump single cardiac surgery procedure, and who had no preoperative an[e]mia (h[e]moglobin >12 g dl<sup>-1</sup> for females and >13 g dl<sup>-1</sup> for males).” The researchers noted that, “[s]ubjects were randomly assigned to receive a single i.v. infusion of ferric carboxymaltose (FCM) 1,000 mg, or a placebo infusion of [normal] saline solution 24-72 hours before surgery...The primary outcome was the number of red blood cell units transfused during the first four days of postoperative care. The co-primary outcome was h[e]moglobin concentrations at four days after surgery...Of 200 subjects included in the study [six were excluded], 181 underwent coronary artery bypass grafting (CABG) surgery, 10 underwent aortic valve replacement, one underwent mitral valve replacement, one underwent left atrial myxoma excision, and one underwent atrial septal defect closure...A total of 102 and 98 subjects were enrolled in the intervention and placebo groups...The number of red blood cell units transfused in the first four postoperative days was 0.3 (standard deviation 0.8) in the FCM group compared with 1.6 (4.5) in the placebo group, P=0.007.” The authors noted that, “H[e]moglobin concentrations at postoperative day four were 9.7 (1) g dl<sup>-1</sup> in the FCM group and 9.3 (1) g dl<sup>-1</sup> in the placebo group, P=0.032...Six weeks after surgery, mean h[e]moglobin concentration was 12.6 (1.4) mg dl<sup>-1</sup> in the FCM group compared and 11.7 (1.6) mg dl<sup>-1</sup> in the placebo group (P=0.006).” The study concluded that in “male subjects without an[e]mia who underwent on-pump cardiac surgery and were pre-emptively treated with a single 1,000 mg dose of FCM between one and three days before surgery showed a significantly reduced requirement for postoperative red blood cell transfusion units. This group also showed improved h[e]moglobin and serum iron concentrations during the recovery period.”

**Citation:** Friedman, T., Dann, E.J., Bitton-Worms, K., Makhoul, M., Glam, R., Weis, A., Tam, D.Y., Bolotin, G. [Intravenous iron administration before cardiac surgery reduces red blood cell transfusion in patients without anaemia.](#) *Br J Anaesth.* 2023.

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

## PEOPLE



**Nikhil Nayak, MBA**, has been named president and chief executive officer of Gulf Coast Regional Blood Center effective January 1<sup>st</sup>. He most recently held the role of chief business officer at San Diego Blood Bank for the past 18 months. According to an announcement from Gulf Coast Regional Blood Center, Mr. Nayak has, “25 years of relevant health and life sciences experience with a significant focus on strategy, marketing, sales, business development, global product management, operations, finance, quality management, and corporate communications. [He] received his bachelor’s degree in biology from Washington University in St. Louis, Mo., and his MBA with a focus on finance, marketing, and international business from New York University’s Stern School of Business.” He succeeds Brian Gannon, who announced his retirement in April 2023 after leading the blood center for more than 17 years.

(Source: Gulf Coast Regional Blood Center Announcement, 11/27/23) 💧



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

## INSIDE ABC

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

### Register for ABC QA Back to Basics Webinar

ABC will host its next Quality Assurance (QA) Education Webinar: Back to Basics – Part I on December 5<sup>th</sup> at 2 p.m. EST. [Registration](#) is open and free for ABC members. This the first webinar in a two-part series exploring the essentials of several QA topics as they relate to the blood community. This event will feature Theresa Downs, Meylin Sueiro, and Paula Longo presenting on:

- internal audits;
- deviation and error management; and
- CAPA and effectiveness checks.

Please contact ABC Director of Scientific and Technical Operation [Betzy Gonzalez, MS, BB\(ASCP\)](#), with questions.

(Source: [MCN 23-097](#), 11/16/23)

### ABC SMT Journal Club Webinar Articles Announced

[Register](#) for the ABC Scientific, Medical, and Technical (SMT) Journal Club Webinar taking place on December 15<sup>th</sup> at 12 p.m. EST will feature the articles below:

- [Canadian Blood Services traceback investigation of a suspected case of transfusion-transmitted malaria \(Transfusion\)](#);
- [Early and empirical high-dose cryoprecipitate for hemorrhage after traumatic injury – The CRYOSTAT-2 randomized clinical trial \(JAMA\)](#); and
- [Therapeutic plasma exchange for mechanical red cell hemolysis \(Journal of Clinical Apheresis\)](#).

Additional details including a registration link to sign-up for the webinar are now available to ABC members in MCN 23-099. Please contact ABC Director of Scientific and Technical Operation [Betzy Gonzalez, MS, BB\(ASCP\)](#), with questions.

(Source: [MCN 23-099](#), 11/20/23)

### Register for 2024 ABC Annual Meeting

[Registration](#) is open for the ABC [2024 Annual Meeting](#). The meeting will take place March 4<sup>th</sup>-6<sup>th</sup> in Arlington, Va. at the Ritz-Carlton in Pentagon City and features several exciting changes, including expanded content offerings and a new format. With a focus on advocacy, leadership, operations, and science and medicine, the program will feature a mix of general and breakout sessions, external speakers and blood center-led case studies, committee and council meetings, networking events, and more. [Awards of Excellence](#) (AoE) winners will be [recognized](#) throughout the Annual Meeting and at a reception on Capitol Hill, where we can celebrate their achievements with fellow meeting attendees, members of Congress and their staff, our federal agency partners, Blood Advocacy Week partners, and more. Secure your [room](#) today to

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INSIDE ABC (continued from page 4)

take advantage of the group rate. The deadline to book a room is February 16<sup>th</sup>. [Sponsorship](#) opportunities are also available. [Contact us](#) with any questions.

## Registration Opens for 2024 ADRP Annual Conference

[Register](#) today for the [2024 ADRP Annual Conference](#)! Join more than 400 blood center professionals in St. Louis, Mo. May 14<sup>th</sup>-16<sup>th</sup> at The St. Louis Union Station Hotel. Take advantage of the member-only early bird discount rate by registering by January 31<sup>st</sup>. This year's conference will feature keynotes [Jason Kotecki](#), an expert at helping people "Escape Adulthood" in order to beat burnout and become more innovative and creative by breaking rules that don't exist, and [Candy Whirley](#), a recognized motivational speaker, leadership and team building expert. The 2024 ADRP Annual Conference is your opportunity to gain insights into industry trends, exchange ideas, and share information with your peers, while taking advantage of networking opportunities. Attendees will be able to participate in pre-conference workshops, educational sessions, roundtables, and have access to an expansive exhibit hall. [Learn more](#) about available exhibitor and sponsorship opportunities. Remember to [book](#) your hotel room by April 19<sup>th</sup> for the discounted rate. Please contact [us](#) with questions. 💧

## MEMBER NEWS

**Hoxworth Blood Center** is [celebrating](#) its 85<sup>th</sup> anniversary this month. According to a blood center news release, the organization was "founded on December 10, 1938, is the oldest operating blood bank in the nation...Hoxworth Blood Center partnered with the University of Cincinnati in 1944 and is the only blood bank in the nation affiliated with a university, sharing a tri-part mission of community, research, and education." Director and chief executive officer of Hoxworth, José Cancelas, MD, PhD, added in the news release, "We want to share our deepest gratitude with the greater Cincinnati community who has helped us collect lifesaving blood products to help local patients in need throughout the years. Your selfless contributions have been essential to our organization, sustaining countless lives and embodying the spirit of compassion that defines our mission. Your generosity empowers us to continue our vital work, and we look forward to many more years of saving lives close to home."

(Source: Hoxworth Blood Center [News Release](#), 11/28/23)



**San Diego Blood Bank** recently [recognized](#) 2023 National Blood Donation Hall of Fame inductee Jim Walker. The induction event took place on November 14<sup>th</sup> at SDBB's headquarters in San Diego, Calif. According to a SDBB news release, "[Mr. Walker] has been donating blood for over 50 years, and to date has donated over 170 gallons of blood [in addition to also volunteering] 16 years, as a donor center host in the blood bank's headquarters every Friday." He is one of 12 individuals announced earlier this year by Fresenius Kabi as the newest inductees of the [National Blood Donation Hall of Fame](#).

(Sources: SDBB Announcement, 11/14, ; NBC 7 San Diego, "[San Diegan donated 170 gallons of blood — but not all at once.](#)" 11/13/23) 💧

## 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 meetings, workshops, and webinars, and details will be updated as confirmed. We look forward to your support and participation!



## BRIEFLY NOTED

According to data reported in the “[National Hospital Flash Report: November 2023](#)” from Kaufman Hall, “Hospital performance in October reflects continued stabilization with margins above pandemic levels and volumes holding steady. The median Kaufman Hall Calendar Year-To-Date Operating Margin Index reflecting actual margins was 1.2 percent in October.” Other takeaways included:

- “Emergency department visits declined compared to the previous month; [and]
- there was a decrease in observation patient days.”

The full report is available [here](#).

(Source: Kaufman Hall, [National Hospital Flash Report: November 2023](#), 11/28/23) 💧

## INFECTIOUS DISEASE UPDATES

### MALARIA

The World Health Organization (WHO) has [published](#) the [2023 World Malaria Report](#). According to the WHO, “[t]he COVID-19 pandemic significantly disrupted malaria services, leading to a surge in both incidence and mortality rates, exacerbating already stalled progress against the disease. Globally there were an additional five million malaria cases in 2022 over the previous year and five countries bore the brunt of these increases. Pakistan saw the largest increase, with about 2.6 million cases in 2022 compared to 500,000 in 2021. Significant increases were also observed in Ethiopia, Nigeria, Papua New Guinea, and Uganda. Meanwhile, in the 11 countries that carry the highest burden of malaria, rates of new infections and deaths have leveled off following an initial upsurge during the first year of the pandemic. These countries, supported through the WHO ‘High burden to high impact’ approach, saw an estimated 167 million malaria cases and 426,000 deaths in 2022. In view of current trends, progress towards critical 2025 milestones of the WHO global malaria strategy is off track by a wide margin.” The report also noted that there were an “estimated 249 million malaria cases globally, exceeding the pre-pandemic level of 233 million in 2019 by 16 million cases. In addition to the disruptions caused by COVID-19, the global malaria response has faced a growing number of threats, such as drug and insecticide resistance, humanitarian crises, resource constraints, climate change impacts and delays in progra[m] implementation particularly in countries with a high burden of the disease.”

(Source: WHO [News Release](#), 11/30/23)

### MEASLES

The U.S. Centers for Disease Control and Prevention (CDC) [announced](#) that “[f]ollowing years of declines in measles vaccination coverage, measles cases in 2022 have increased by 18 percent, and deaths have increased by 43 percent globally (compared to 2021). This takes the estimated number of measles cases to 9 million and deaths to 136,000 – mostly among children – according to a [new report](#) from the World Health Organization (WHO) and the CDC.” The organizations explained that, “[i]n 2022, 37 countries experienced large or disruptive outbreaks compared with 22 countries in 2021. Of the countries experiencing outbreaks, 28 were in the WHO Region for Africa, six in the Eastern Mediterranean, two in Southeast Asia, and one in the European Region.” The CDC and WHO recommended that, “find and vaccinate all children against measles and other vaccine-preventable diseases and encourage global stakeholders to aid countries to vaccinate their most vulnerable communities. In addition, to help prevent outbreaks, all global health partners at the global, regional, national, and local levels must invest in robust surveillance systems and outbreak response capacity to rapidly detect and respond to outbreaks.”

(Source: CDC [News Release](#), 11/16/23) 💧



## GLOBAL NEWS

**Health Canada, the country's regulatory authority, has changed the country's blood donor deferral policy for variant Creutzfeldt Jakob disease (vCJD).** Effective December 4<sup>th</sup>, individuals who traveled to or lived in certain parts of Europe in the 1980s and 90s, including the United Kingdom (UK), Ireland, or France, will be able to donate. In a [news release](#) from America's Blood Centers member Héma-Québec, vice-president of Medical Affairs Marc Germain, MD, PhD, FRCPC, added, "[a]fter many years with no new cases, experts believe that it is safe to lift the ban based on statistical estimates that show virtually no risk of new transmissions. This move, already made by the U.S. and Australia, will allow people currently excluded for potential vCJD exposure to give blood, as long as they meet all other eligibility criteria."

(Source: Héma-Québec [News Release](#), 11/22/23) 💧

## COMPANY NEWS

The U.S. Food and Drug Administration (FDA) has [cleared](#) Blood Product Questionnaire Module by **Buoy Software, LLC** according to a November 16<sup>th</sup> letter from the FDA. The module is [described](#) as a "Medical Device (SaMD) intended to support single and/or multi-site blood establishment collection facilities to create and/or manage a Donor History Questionnaire (DHQ), collect and/or review donor history information, determine visit requirements, and determine donor eligibility through system logic or trained facility staff interpretation."

(Source: FDA [Letter](#), 11/16/23)

**ASC Therapeutics** recently [dosed](#) the initial patient in the company's phase I/IIa clinical trial of investigational gene therapy to treat severe and moderately severe hemophilia A. The investigational gene therapy "contains a proprietary B-domain deleted codon-optimized bioengineered chimeric Factor VIII (FVIII) gene and a minimal-length liver-specific promoter, has been shown in pre-clinical studies to produce therapeutic levels of FVIII protein at doses that are significantly lower than other constructs in expressing the native human FVIII, which have been extensively tested in clinical trials."

(Source: ASC Therapeutics [News Release](#), 11/29/23)

**Sernova Corp.** announced that the FDA has [granted](#) both Orphan Drug Designation and Rare Pediatric Disease Designation to their hemophilia A program. According to a company news release, the hemophilia A program "combines the Sernova Cell Pouch™ with a patient's own cells and will not require the use of immunosuppression medications. This therapy is intended to replace FVIII [by] correcting the patient's own Blood Outgrowth Endothelial Cells (BOECs) and subsequently returning them to the patient via the Cell Pouch™. These modified cells function to release FVIII into the bloodstream, restoring the patient's ability for clotting during periods of bleeding." The designation of orphan status "provides certain benefits, including tax credits for qualified clinical testing, waiver or partial payment of FDA application fees and seven years of market exclusivity, if approved. Separately, rare pediatric disease designations are granted for rare diseases that primarily affect children under 18 years old with recipients of this designation being awarded a priority review voucher, upon approval."

(Source: Sernova Corp. [News Release](#), 11/27/23) 💧





### NEW on CollABORate

## COLLABORATE

SHARE STRATEGIC ADVICE | SOLVE CHALLENGES | DEVELOP NEW APPROACHES

Recent discussion topics on the ABC [CollABORate](#) Online Member Community include:

- [Quality Benchmarks](#) (OPEN FORUM)
- [Composelect Blood Bags and Hemolyzed Segments](#) (OPEN FORUM)
- [Signs and Symptoms of Reaction](#) (COLLECTIONS & DONOR SERVICES)
- [Travel Policy](#) (HUMAN RESOURCES)
- [Cryo Licensure](#) (QUALITY BYTES)
- [Transport Cooler Inspection and Cleaning](#) (QUALITY BYTES)
- [Timeframe for Responses to Internal Audit](#) (QUALITY BYTES)
- [Terumo Cobe 2991](#) (TECHNICAL DIRECTORS)

ABC members are encouraged to [login](#) and join the conversations today!

### Upcoming ABC Webinars & Virtual Events – Don't Miss Out!

- **America's Blood Centers (ABC) QA Education Webinar: QA Back to Basics – Part I** – Dec. 5. More information available to ABC Members, including a link to registration in [MCN 23-097](#).
- **ABC Scientific, Medical, and Technical Journal Club Webinar** – Dec. 15. More information available to ABC Members, including a link to registration in [MCN 23-099](#)!



## CALENDAR

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

### 2023

Dec. 5. **America's Blood Centers (ABC) QA Education Webinar: QA Back to Basics – Part I.** [Registration](#) is open. More information including a link to registration is available to ABC members in [MCN 23-097](#).

Dec. 15. **ABC Scientific, Medical, Technical (SMT) Journal Club Webinar.** [Registration](#) is open. More information available to ABC members in [MCN 23-099](#).

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## CALENDAR (continued on page 8)

### 2024

Jan. 11. **U.S. Department of Health and Human Services (HHS) Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA) (Virtual)**. More information available [here](#).

Feb. 7-8. **International Plasma and Fractionation Association & EBA Symposium on Plasma Collection and Supply, Leiden, Netherlands**. [Registration](#) is open. More information available [here](#).

Mar. 4-6. **ABC Annual Meeting, Arlington, Va.** [Registration](#) is open. More information available [here](#).

April 12-13. **BEST Meeting, Amsterdam, Netherlands**. More information coming soon.

May 14-16. **2024 ADRP Annual Conference, St. Louis, Mo.** [Registration](#) is open. More information available [here](#).

May 15-16. **International Plasma and Fractionation Association/Paul-Ehrlich Institut[e] 30<sup>th</sup> International Workshop on Surveillance and Screening of Blood-borne Pathogens, Aarhus, Denmark**. More information available [here](#).

Sept. 4-6. **American Society for Clinical Pathology (ASCP), Chicago, Ill.** More information coming soon.

Sept. 30- Oct. 3. **American Association of Tissue Banks (AATB), Denver, Colo.** More information coming soon.

Oct. 19-22. **Association for the Advancement of Blood & Biotherapies (AABB) Annual Meeting, Houston, Texas**. 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 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](mailto:newsletter@americasblood.org)

## EQUIPMENT AVAILABLE

**For Sale.** Spectra Optia – device purchased pre-pandemic and has only had 45 procedures performed on it. Total Run Hours are 181; Current Software Version is 11.3. Optia is in excellent condition and has no known defects. The Blood Bank of Alaska will include a Blood Warmer, as well as cover the cost of shipping. For more information, send inquiries to [bbaynard@bbak.org](mailto:bbaynard@bbak.org) or call (907) 222 – 5664.

**For Sale.** Two iBF125-GX, i.Series Plasma Upright Freezers. Purchased April of 2023. The freezers were validated in June and have been in use since July. Freezers are in excellent condition and have no known defects. Buyer to cover the cost of shipping. For more information, send inquiries to [bbaynard@bbak.org](mailto:bbaynard@bbak.org) or call (907) 222 – 5664.

## POSITIONS

**Client Relation Manager.** This position will be responsible for implementing NYBCE customer strategy that will maximize customer satisfaction and revenue growth. Identify business opportunities and meeting assigned sales goals by maintaining up-to-date knowledge of the blood banking and blood products industry, how competition is doing regarding specific customers, and where business markets are changing. Develop, improve, manage, and retain relationships with customers by conducting account reviews to identify new services requirements, obtain feedback on existing services and

liaison with NYBCE operational and support departments. Develop and deliver effective sales presentations to enhance customer knowledge of all NYBCE products and services available to customers. For applicants who will perform this position in New York City or Westchester County, the proposed annual salary is \$94,610.00/year to \$104,000.00/year. For applicants who will perform this position outside of New York City or Westchester

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## POSITIONS (continued from page 9)

County, salary will reflect local market rates and be commensurate with the applicant's skills, job-related knowledge, and experience. To apply, click [here](#).

**Regional Manager – Client Relations.** This position will be leading a growing team responsible for designing, developing, and implementing NYBCE customer strategy that will maximize customer satisfaction and revenue growth. Oversees Client Relation Manager's business review activity with customers to identify requirements, promote services, and obtain feedback for the purpose of enhancing service and providing value-added solutions. Participates in key reviews. Provides oversight and support for Client Relations Managers, including accountability to deadlines, sales goals, and other performance metrics. Defines, refines, shapes, and implements strategic plans. Activities include primary research, industry, market, and competitive analysis; customer needs assessment and full documentation of results being achieved and/or corrective actions taken. For applicants who will perform this position in New York City or Westchester County, the proposed annual salary is \$109,000/year to \$118,000/year. For applicants who will perform this position outside of New York City or Westchester County, salary will reflect local market rates and be commensurate with the applicant's skills, job-related knowledge, and experience. To apply, click [here](#).

**Transfusion Lab Supervisors.** Join Florida's leading blood center, **OneBlood**, as a Blood Bank Lab Supervisor in Lakeland and Tampa, FL. Bring your leadership, technical expertise, and management experience to support the transfusion testing procedures on patient and/or donor samples. Qualified candidates should possess three (3) or more years' experience in a clinical laboratory, preferably blood banking environment, including one (1) or more years' experience in supervision and management experience, as well as a valid and current Florida Clinical Laboratory Technologist license in Immunohematology or Blood Banking; Supervisor license strongly preferred.

To apply and view a complete Job Description of these Lab Supervisor positions, visit [www.oneblood.org/careers](http://www.oneblood.org/careers). OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

**Regional Director.** The Blood Connection is expanding our operations into Virginia! We are one of the fastest growing blood centers in the country and we are seeking a Regional Director who will be responsible for our day-to-day operations and help direct our expansion of services into this new territory. The ideal candidate is a proven and results-focused self-starter with progressive leadership experience and the capacity and drive to help fulfill the needs of our community partners. We offer a generous benefits package including a substantial 401k,

30 days PTO, potential company bonuses, cell phone stipend, and tuition reimbursement. Join our team and help create a positive change in your community. *This role is based in Roanoke, VA. Prospective candidates may be eligible for relocation assistance.* How to apply: [Regional Director Application](#)

**Manager of Donor Resources.** The Blood Connection is expanding our operations into Virginia! We are one of the fastest growing blood centers in the country and we are seeking a Manager of Donor Resources who will provide management and oversight of the Donor Resources department as we expand into this new territory. The ideal candidate for this position possesses strong leadership and organizational skills with a proven ability to meet organizational goals. We offer a generous benefits package including a substantial 401k, 30 days PTO, potential company bonuses, cell phone stipend, and tuition reimbursement. Join our team and help create a positive change in your community. *This role is based in Roanoke, VA. Prospective candidates may be eligible for relocation assistance.* How to apply: [Manager of Donor Resources Application](#)

**Supply Chain Manager.** LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management experience and a passion for making a difference. The Supply Chain Manager at our headquarters location in Gainesville, FL is responsible for vendor selection, negotiation, establishment and maintenance of all purchased materials, supplies, equipment, and services used by the company. The Supply Chain Manager is organized and decisive, and can motivate the team to reach daily and long-range goals. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and [apply here!](#)

**Employee Relations Manager.** LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management and HR experience, and a passion for making a difference. The Employee Relations Manager at our headquarters location in Gainesville, FL is responsible for facilitating employee relations and resolving personnel issues. The Employee Relations Manager deals with grievances and violations invoking disciplinary action, provides guidance, advice, and support to managers and employees on HR related issues, and oversees the work of eight Human Resources Coordinators. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and [apply here!](#)

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POSITIONS (continued from page 9)**Immunohematology Reference Lab Manager.**

LifeSouth Community Blood Centers is seeking an individual who enjoys leading a team of lab professionals dedicated to providing high quality products and services for patients. Our Birmingham, AL IRL is supported by Board Certified Pathologists in Transfusion Medicine, and by LifeSouth's accredited HLA Lab, Molecular Lab, and IRLs in Gainesville, FL and Atlanta, GA. The IRL Manager is responsible for providing onsite day-to-day supervision of testing personnel, ensuring compliance with regulatory agency requirements, and reporting of test results under the direction of the laboratory director. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and [apply here!](#)

**Regional Manager.** LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management experience and a passion for making a difference in the community. The Regional Manager in The Villages, FL, oversees daily operations of the region, is organized and decisive, and can motivate the team to reach daily and long-range blood collection goals. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position, and [apply here!](#)

**Chief Operating Officer.** Suncoast Blood Centers is seeking a talented and passionate Chief Operating Officer to join their growing team. As a member of the senior leadership team, the Chief Operating Officer plans, organizes, directs, and evaluates all activities associated with the operations of the blood center, including recruitment and retention of donors and sponsor groups, the collection of blood from donors and further manufacturing and distribution of donations in the laboratory. In addition, this executive is accountable for the functions and staff relating to operations planning, contact center, supply chain, research, and continuous process improvement. At SunCoast Blood Center, we lead our teams while keeping our mission, vision, and values at the forefront of all we do. As a leader, you will inspire, train, coach, and collaborate within your department and within the broader organization, with a focus on strategic goal achievement. Suncoast Blood Centers is the only local blood center that has been in the community for over 75 years. Providing blood services to many local hospitals and cancer centers in SWFL. To apply: [Chief Operating Officer - SunCoast Blood Centers](#) ♦