

2014 #45

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**Please Note:** The ABC Newsletter will take a two-week publication break for the holidays. Publication will resume on Jan. 9. ABC sends you warm wishes for a happy holiday season and a joyous new year!



## FDA Approves First Pathogen Reduction System to Treat Platelets, Plasma

The Food and Drug Administration today approved Cerus Corp.'s Intercept Blood System for the treatment of platelets to reduce the risk of transfusion-transmitted infections (TTIs), after earlier in the week clearing the system for the treatment of plasma. Intercept is the first pathogen reduction system to be cleared in the US for the treatment of blood components to reduce the risk of TTIs.

Many in the blood community have long awaited the approval of pathogen reduction technology, adding to the number of interventions aimed at reducing the risk of bacterial contamination of platelets and protecting the blood supply from emerging pathogens, particularly those for which there are no available screening tests like chikungunya, dengue, and Ebola viruses. The Intercept system offers the blood community a more proactive approach to preventing both infectious risks, as well as an alternative to the use of radiation to mitigate the risk of graft-versus-host disease after transfusion.

Bacterial culture of platelets and other measures currently in place provide some protection from bacterial contamination of platelets, however it remains one of the most common causes of serious transfusion-related morbidity and mortality in the US. Careful donor selection, adherence to good manufacturing practices, and advanced blood donor screening tests have significantly decreased the risk of a number of TTIs. However, the blood community has long sought a more proactive approach to blood safety that will afford a margin of safety from emerging pathogens that may threaten the blood supply.

“We are pleased that we can now bring Intercept to the US ... As a physician in San Francisco in the 1980s, we had to face our patients who had contracted HIV from transfusions of blood products. I am grateful to now be able to say to them that there is a proactive process to inactivate similarly virulent pathogens in the blood supply, even if we have not yet identified these newly emergent pathogens,” Laurence Corash, MD, chief medical officer, senior vice president, and scientific officer of Cerus, said in a [statement](#).



## OUR SPACE

ABC President Dave Green

### The Value of Blood

I've long been fascinated by cost accounting in blood bank operations. We often talk about the cost of producing a red cell unit. But is this the right way to think about our costs? I do not think so.

I know of three manufacturing industries in the US where traditional cost accounting does not effectively capture the cost of products, because their manufacturing processes are somewhat “backwards.” Unlike the majority of manufacturing activities in other industries where multiple raw materials are combined to produce a single finished product, these three industries start with one raw material and produce multiple products. These industries include petroleum, dairy, and ... blood. Please do not misunderstand this perspective as insensitive! In no way am I trying to equate raw material with the generous gift given by our caring donors. But as we tackle cost reduction strategies, understanding cost drivers in our process will help us make wise choices about how we manage our costs.

Understanding these costs is also important to assess how effectively our current healthcare reimbursement system covers our true costs of ensuring a safe and adequate blood supply. As with all healthcare organizations, reimbursement continues to decline. But in our case, reimbursement is “pegged” to some notion of product cost – really more a function of price reimbursement than cost recovery. As blood usage has declined so too has reimbursement. What about the cost of ensuring the availability of blood that was never transfused? Because funding is tied to usage, our reimbursement system does not recognize the value of ensuring blood is available.

So not only are we facing the same downward cost pressure as healthcare organizations, but we are also seeing a reduction tied to the good work we are doing in patient blood management. Yet, we must still ensure blood is available when needed. This is not a call to stop patient blood management; that is the right thing for us to do. Rather, we must offer solutions to repair the broken funding paradigm, while we continue improving transfusion medicine.

With the leadership of Chief Medical Officer Louis Katz, MD, and an excellent member-based task force, America's Blood Centers is tackling the reimbursement issue through its “value of blood” initiative. The task force is asking tough questions about how to manage our funding dilemma, and bringing new outside perspectives to the issue. I am optimistic about the possible outcomes in terms of proposing alternative models to ensure a robust blood supply well into the future. As the task force progresses, we will schedule opportunities to engage ABC members and other stakeholders in a broader dialogue. I look forward to that exchange.

A handwritten signature in black ink, appearing to read 'Dave Green', written over a light-colored background.

[DGreen@bloodsystems.org](mailto:DGreen@bloodsystems.org) ◆

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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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FDA Approves Pathogen Reduction System (continued from page 1)

The Intercept Blood System has been shown to be effective in reducing a broad range of viral and bacterial pathogens using a photochemical process involving a controlled exposure to ultraviolet light and amotosalen, a chemical that interferes with nucleic acid synthesis in infectious pathogens and residual white blood cells in blood components.

Intercept has been approved for the treatment of platelets in Europe since 2002 and is currently used in more than 100 centers in 20 countries. It has recently been approved by FDA for use in two Investigational Device Exemption (IDE) studies. In the first study, Intercept is to be used to process platelets to reduce the risk of chikungunya and dengue viruses. In the second study, Intercept is to be used to prepare convalescent plasma collected from patients who have recovered from Ebola virus, which is used to treat patients with active Ebola infections.

Plasma prepared using the Intercept Blood System was evaluated in eight clinical trials consisting of 704 patients. The studies were conducted in various clinical settings, including acquired clotting disorders associated with liver disease and Thrombotic Thrombocytopenic Purpura (TTP). Adverse events experienced by patients receiving Intercept treated plasma were comparable to those experienced by patients receiving standard plasma.

“This is an important milestone for the US blood community,” said America’s Blood Centers Chief Medical Officer Louis Katz, MD. “Now, in absence of a mandate to use pathogen reduction, we will need to understand the value – in a very global sense – of what I believe is a safe and effective technology, which becomes available at a time of constrained resources. Do our clinicians find value? Do the payers recognize value, i.e., how much adoption of pathogen reduction will we be willing to support?”

More information on Intercept’s approval in plasma can be found at <http://1.usa.gov/1sOKsB0>, and details on the approval in platelets can be found at <http://1.usa.gov/1JghBKF>. The package insert for both products is available at [www.intercept-usa.com](http://www.intercept-usa.com). (Sources: FDA press release, 12/16/14, 12/19/14; Cerus press release, 12/16/14, 12/19/14) ♦



*Rushing to finish up your holiday shopping? Don't forget to shop AmazonSmile to support the Foundation for America's Blood Centers! When shopping on Amazon simply click on the Amazon logo to the left (or this link <http://smile.amazon.com/ch/52-2038372>) and start shopping! Amazon will donate 0.5 percent of the sale price of the purchase to the FABC – at no additional cost to you!*

### We Welcome Your Letters

The *ABC Newsletter* welcomes letters from its readers on any blood-related topic that might be of interest to ABC members. Letters should be kept relatively short and to the point, preferably about a topic that has recently been covered in the *ABC Newsletter*. Letters are subject to editing for brevity and good taste. Please send letters to ABC Publications Editor Betty Klinck at [newsletter@americasblood.org](mailto:newsletter@americasblood.org) or fax them to (202) 393-1282. Please include your correct title and organization as well as your phone number. The deadline for letters is Wednesday to make it into the next newsletter.





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# JOIN US FOR AMERICA'S BLOOD CENTERS' 53<sup>RD</sup> ANNUAL MEETING

**A MUST-ATTEND EVENT, REGISTER NOW!**

March 20-24, 2015 – Washington, DC | Ritz-Carlton (Pentagon City)

## SIGNATURE NETWORKING EVENTS

*Benefiting the Foundation for America's Blood Centers*

**A Monumental Affair:** Delight in a performance by world renowned political satire and musical comedy act "[The Capitol Steps](#)" while enjoying great food and a monumental view of the Washington skyline at DC's famed Top of the Town (Sunday, March 22)

**FABC VIP Tour:** Experience the history and beauty of the Washington DC monuments and landmarks through the eyes of luxury, as you embark on a moonlight limousine tour with other VIP guests (Sunday, March 22)

**18th Annual Awards of Excellence & Talent Show:** Join us as we recognize community and industry leaders alike, while being entertained by the best in the business at the inaugural "ABC's Got Talent" show – NEW! Free ticket with Annual Meeting registration (Monday, March 23)

“Come for the networking and education – stay for the experience. Washington, DC is a world-class city with something for everyone – history, monuments, Smithsonian museums, the Cherry Blossom Festival and of course, politics!”

– Christine Zambricki, DNAP, CRNA, FAAN  
Chief Executive Officer, America's Blood Centers

## 2015 ANNUAL MEETING SCHEDULE

*Download full schedule details, including speakers and presentation descriptions.*

**International Blood Safety Forum (IBSF):** Co-hosted by Global Healing – Engage in dialogue with leading experts from around the world who are forging into the next horizon of global blood safety (Friday, March 20)

**Business Forum:** *The Economics of Plasma* – Stay up-to-date on the business of plasma for fractionation and learn how to optimize plasma collections (Saturday, March 21)

**ABC Members Meeting:** Hear how ABC is working for you and make your voice count (Sunday, March 22)

**SMT Forum:** Learn from the experts as they address hot topics in blood science impacting care provided to patients and donors (Sunday, March 22)

**Blood Center Leadership Forum:** Discuss legal and strategic aspects of cooperation in blood banking, navigating the hospital supply chain, board engagement and leadership succession (Monday, March 23)

**Advocacy Forum:** Learn from a US Congressperson what's ahead in the healthcare horizon and join your fellow advocates in educating Members of Congress about the issues affecting blood centers (Tuesday, March 24)

### ABC AND EBA MEMBER FEES

**ANNUAL MEETING: \$945** (register and book hotel by February 27, 2015)

Business Forum through Advocacy Forum (Sat. through Tues.): \$725

IBSF & Business Forum (Fri. & Sat. only): \$395

IBSF (Fri. only): \$265

**ABC and EBA Members register through direct email invitation or contact Lori Beaston at [lbeaston@americasblood.org](mailto:lbeaston@americasblood.org).**

Non-members (non-vendor), contact Lori Beaston at [lbeaston@americasblood.org](mailto:lbeaston@americasblood.org) for invitation and registration fees and information. Sponsorship opportunities available. Contact Abbey Nunes at [anunes@americasblood.org](mailto:anunes@americasblood.org) for details.

## FOCUS Trial Follow-up Shows no Long Term Effects of Restrictive Transfusion Strategy vs. Liberal

Since 1999, randomized clinical trials (RCTs) have demonstrated that a more restrictive RBC transfusion strategy, using a lower hemoglobin value to trigger transfusion, is as safe and effective in the short term as a liberal strategy. Now, a long-term follow-up study of one of these trials – the Transfusion Trigger Trial for Functional Outcomes in Cardiovascular Patients Undergoing Surgical Hip Fracture Repair (FOCUS) – confirms that there were no differences in long-term mortality rates or underlying causes of death between patients randomized to restrictive vs. liberal transfusion.

This RCT, conducted in elderly patients (mean age > 80 years) with cardiovascular disease or with risk for cardiovascular disease, undergoing hip surgery, demonstrated no benefit from liberal transfusion in 30-day survival rates or the ability to walk independently 60 days after surgery. FOCUS, the 1999 Transfusion Requirements in Critical Care (TRICC) study, and other smaller studies in various patient groups all demonstrate the safety of a restrictive hemoglobin trigger.

Questions have remained regarding the long-term effects of transfusion. Some hypothesize that immunomodulatory and pro-inflammatory effects of transfusion would, for example, increase risks of infection, cancer recurrence, and cardiovascular events during extended follow up. To elucidate these issues, Jeffrey L. Carson, of Rutgers Robert Wood Johnson Medical School, and colleagues conducted a secondary analysis of the FOCUS enrollees, analyzing the effect of the two transfusion strategies on long-term survival. The results were published Dec. 9 in *The Lancet*.

FOCUS enrolled 2,016 elderly patients undergoing hip surgery with cardiovascular disease risk factors treated at one of 47 hospitals in the US or Canada from July 19, 2004 to Feb. 28, 2009. Patients were randomized to either the liberal transfusion group with a hemoglobin threshold of 10 g/dL, or the restrictive group with a hemoglobin trigger of 8 g/dL. For their follow-up study, the researchers linked participants to US and Canadian national death registries and compared mortality and cause of death in the two groups.

Long-term survival was assessed in 2,002 of the original FOCUS participants, with a median follow-up time of 3.1 years. Long-term mortality did not differ significantly between the liberal and restrictive groups with 432 deaths among 1,007 patients in the liberal group vs. 409 deaths among 1,009 in the restrictive group. Furthermore, the authors found no evidence to suggest that the transfusion strategy affected the cause of death. “We did not find that patients receiving liberal transfusion had more deaths from infections or cancer, or fewer deaths from cardiac disease, than those who received restrictive transfusion,” wrote the authors.

They add that to their knowledge, “no previous clinical trials of red blood cell transfusion have assessed long-term mortality or cause of death.” This is important because previously conducted observational studies have raised concern about long-term mortality in patients who had more transfusions compared with those who did not. The accuracy of those studies are impacted by differences between patients transfused and those who are not. “Thus, randomized clinical trials are the best way to provide an unbiased assessment of the effect of blood transfusion on clinical outcomes such as death,” they wrote.

This secondary analysis of the FOCUS data is an “important first step” to understanding the long-term effects of transfusion, but the three-year follow-up period and small transfusion doses may limit the usefulness of this data, wrote Paul M. Ness, MD, and Steven M. Frank, MD, of Johns Hopkins Hospital in

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FOCUS Follow-Up (continued from page 4)

Baltimore, in an accompanying editorial. They suggest conducting a study of more heavily transfused younger patients or a meta-analysis of cancer recurrence from prospective transfusion trials.

These results are nonetheless reassuring, given the long history of initiatives to encourage restrictive transfusion triggers and limit unnecessary transfusion, dating back to the wake of the HIV/AIDS crisis in the late 1980s, write Drs. Ness and Frank. “In 2014, it is gratifying that we now have evidence from clinical trials such as FOCUS clearly showing that patient outcomes are not worsened by restrictive transfusion practices, and that more recent guidelines for transfusion practices can be based on high-quality evidence,” they conclude.

**Citations:** Carson JL, *et al.* Liberal or restrictive transfusion in high-risk patients after hip surgery. *N Engl J Med.* 2011 Dec 29;356(26):2453-62.

Carson JL, *et al.* Liberal versus restrictive blood transfusion strategy: 3-year survival and cause of death results from the FOCUS randomized controlled trial. *Lancet* 2014 Dec 9. [Epub ahead of print]

Hérbert PC, *et al.* A multicenter, randomized, controlled clinical trial of transfusion requirements in critical care. *Transfusion Requirements in Critical Care Investigators, Canadian Critical Care Trials Group.* *N Engl J Med.* 1999 Feb 11;340(6):409-17.

Ness PM, Frank SM. Enhancing patient blood management: a long-term FOCUS. *Lancet.* 2014 Dec 9. [Epub ahead of print]. ♦

## LifeShare Community Blood Services to Join Blood Systems

LifeShare Community Blood Services, Elyria, Ohio, will join Blood Systems, Scottsdale, Ariz. on Jan. 1, the two organizations announced in a Dec. 17 press release.

“LifeShare chose to become part of Blood Systems because of its commitment to patients, its excellent quality and regulatory record, its deep medical and technical resources, its strong financial position, and its values of respect, integrity, teamwork, and excellence that align so well with ours,” said Richard L. Cluck, LifeShare president and CEO.



**Blood Systems**



“With Blood Systems as our parent organization, we will bring new services and sustain a strong blood supply for the northeastern Ohio communities we serve. We expect to see improvements in efficiency and effectiveness as we become part of a larger, national organization,” added Mr. Cluck.

Blood Systems President and CEO Dan Connor said working with LifeShare introduces Blood Systems’ clinical services and patient blood management programs to other sophisticated medical communities outside of its traditional service area in the Western US. “We are proud that LifeShare has chosen to join us and we look forward to working with its dedicated team,” said Mr. Connor.

Mr. Cluck has announced plans to retire at the end of this year. Vicki Finson, MT(ASCP)SBB, a Blood Systems executive, will serve as LifeShare’s executive director.

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### LifeShare Joins Blood Systems (continued from page 5)

Blood Systems' blood centers division, which includes United Blood Services and affiliates Bonfils Blood Center, Blood Centers of the Pacific, Inland Northwest Blood Center, and LifeStream, provides blood components and special services to patients in nearly 600 hospitals in 19 states. It will collect approximately 1 million blood donations this year. It also operates biological products distribution services, a quality consulting group, and the Blood Systems Research Institute, and is a partner in the operation of high-volume donor testing laboratories.

LifeShare Community Blood Services serves some 35 hospitals in and around the Cleveland metropolitan area and expects to collect approximately 40,000 blood donations this year. (Source: Blood Systems and LifeShare press release, 12/17/14) ♦

### **ABC Members Head to Nation's Capital for 53<sup>rd</sup> Annual Meeting**

America's Blood Centers' members, industry representatives, and healthcare professionals will convene in the nation's capital at the Ritz-Carlton (Pentagon City) for ABC's 53<sup>rd</sup> Annual Meeting from March 20 to March 24. ABC and the Foundation for America's Blood Centers (FABC) will host the first-ever "ABC's Got Talent" show fundraiser, and ABC members will be able to visit Capitol Hill to educate their members of congress about the mission of community blood centers.



ABC's Annual Meeting provides ABC members and industry professionals with opportunities to learn about the latest advances in blood banking and transfusion medicine and to share best practices. From topics on global issues affecting blood centers to medical, operational, and leadership discussions, the educational sessions will give attendees the edge to thrive in today's competitive environment. This year's Annual Meeting will again feature the International Blood Safety Forum, co-hosted with [Global Healing](#) and with support from Helmer Scientific. Attendees will also enjoy networking opportunities at the "Monumental Affair" and the 18<sup>th</sup> Annual *Awards of Excellence* events.

**International Blood Safety Forum.** More and more US blood center professionals are embarking on initiatives to improve blood safety in developing nations. The Annual Meeting's International Blood Safety Forum on Friday, March 20 will allow attendees to engage in dialogue with leading experts from around the world who are forging the next horizon of global blood safety. The forum includes both the perspective of ABC member blood center professionals and of various international blood service representatives.

**Business Forum – The Economics of Plasma.** ABC will host its first ever Business Forum on Saturday, March 21, focusing on "The Economics of Plasma – Business Issues Impacting Blood Operators." In

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ABC Annual Meeting in Washington (continued from page 6)

discussions led by plasma industry representatives and blood center executives, attendees will learn about the current landscape of the plasma fractionation business and how to optimize their blood centers' plasma collections.

**ABC Members Meeting.** During the Members Meeting, attendees will hear how ABC is working on behalf of its members along with an update on the strategic plan initiatives. ABC members will vote on the slate of officers and directors nominated to serve on ABC's board.

**SMT Forum.** Following the Members Meeting, experts will address hot topics in blood banking and transfusion medicine that impact patient and donor care. Notably, speakers will share important trial data from studies investigating the impact of the age of red blood cells, as well as other relevant topics like Babesia screening, advances and opportunities in cell therapy, and risk tolerance in blood safety.

**Blood Center Leadership Forum.** Continuing the "Cooperate to Compete" theme featured at recent ABC meetings, the Blood Center Leadership Forum on Monday, March 23 will discuss the legal and strategic aspects of cooperation and competition in blood banking, navigating the hospital supply chain, and board engagement and leadership succession.

Kathryn K. Conde, a partner at Nutter McClennen & Fish, LLP, in Boston, will begin the forum with a talk titled "Staying on the Right Side of Enforcement Agencies in a Competitive Healthcare Environment: Guidelines for Lawful Competitor Collaborations." Ms. Conde has practiced antitrust law for nearly 20 years and advises health plans, hospitals, healthcare providers, and medical professional associations. She will provide an overview of antitrust law on healthcare competitor agreements and review the basic guidelines for joint venture agreements, as well as those for mergers and acquisitions.

Akiva Faerber, senior vice president of Clinical Resource Management at MedAssets in Monsey, N.Y., will discuss navigating the hospital supply chain. His colleague, Tonia Kraus, senior vice president of the Alternate Care Group at MedAssets, will explain the role of a group purchasing organization (GPO) at a blood center. Mr. Faerber has many years of experience as a med tech and blood bank manager, spending more than 11 years as executive director for Hudson Valley Blood Services/New York Blood Center. Ms. Kraus has more than 20 years of experience in the healthcare industry with more than 20 years in group purchasing.

Returning to the Blood Center Leadership Forum is a popular speaker from ABC's Summer Meeting in August, Les Wallace, PhD, president of Signature Resources, Inc., who has served as a university professor and administrator at the University of Oregon and Colorado State University and a hospital administrator at a large urban teaching hospital. Dr. Wallace authored the book "Principles of 21<sup>st</sup> Century Governance," which has been used by 3,000 boards and chairpersons worldwide. His talk will explore the philosophy and rationale behind having in place an active leadership succession plan for an organization's board of directors, as well as explain a three-year tactical model for creating board succession.

**Advocacy Forum & Capitol Hill Visits.** The Annual Meeting will close on Tuesday, March 24 with the Advocacy Forum and a chance for ABC members to visit Capitol Hill. During the Advocacy Forum, attendees will learn from a US Congressperson what is ahead in the healthcare horizon before heading to Capitol Hill to educate members of Congress about issues affecting blood centers. Stay tuned for more information about scheduling a meeting with your Congressional representatives.

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ABC Annual Meeting in Washington (continued from page 7)

**Networking Events.** Meeting attendees will have a chance to support the FABC and enjoy the unique networking event, “A Monumental Affair,” held at the [Top of the Town](#) venue in Arlington, Va., which offers a monumental view of the Washington skyline. Guests will delight in a performance by renowned political satire and musical comedy act [The Capitol Steps](#), while enjoying top-notch food. Tickets are \$200 per person and will benefit the FABC; transportation is provided. Those who wish to participate in the FABC VIP Tour for \$500 per person will experience the history and beauty of the Washington monuments and landmarks by moonlight during a two and a half hour limo ride complete with champagne and strawberries.

Presented in a new format this year, the 18<sup>th</sup> Annual *Awards of Excellence* and Talent Show will allow ABC and its members to recognize community and industry leaders, while being entertained by one-of-a-kind performances at the inaugural “ABC’s Got Talent” show. The evening will feature a variety of food stations to allow honorees and guests more opportunities to meet and mingle, as well as a chance to view the accomplishments and winning award submissions on display throughout the ballroom. Tickets to this event are free with your Annual Meeting registration. ABC is still accepting video submissions to compete for a chance to perform live at the “ABC’s Got Talent” show in Washington – submit your video by Dec. 31! Contact Jodi Zand at [jzand@americasblood.org](mailto:jzand@americasblood.org).

Those interested in attending the meeting may register through the e-mail invitations sent by ABC. Contact Lori Beaston at [lbeaston@americasblood.org](mailto:lbeaston@americasblood.org) if you did not receive an invitation. Inquiries regarding sponsorship opportunities may be directed to Abbey Nunes at [anunes@americasblood.org](mailto:anunes@americasblood.org). ♦

## Byron Buhner to Retire as President and CEO of Indiana Blood Center

After 32 years of service in the blood community, Byron Buhner will retire from his role as president and CEO of Indiana Blood Center as of Dec. 31, announced the blood center in a press release yesterday. Dan Waxman, MD, will become interim CEO as of Jan. 1, and will continue to serve in his current role as chief medical officer. Also effective Jan. 1, Indiana Blood Center will become an affiliate of the Centers for Transfusion and Transplant Medicine (see [ABC Newsletter](#), 11/21/14).

Mr. Buhner joined Indiana Blood Center in February 1982 as associate executive director, CEO, and administrator of the Indiana Blood Center Foundation. He became president and CEO of the blood center in 1988. In his more than 32 years of service, 25 of them as president and CEO, Mr. Buhner championed strategic planning, program development, capital acquisitions, policy formulation, and special services, according to the press release.



“In my 20 years of service as a member of this board, I’ve seen firsthand the incredible leadership, commitment, and heart Byron has provided this organization,” said L. Alan “Skip” Whaley, board chair of Indiana Blood Center. “The national stature and financial strength that Indiana Blood Center enjoys today are attributable largely to his service. He has pledged to remain involved with Indiana Blood Center in significant ways, such as becoming a board member, and for that we are all grateful.”

During Mr. Buhner’s tenure as president and CEO of the blood center, he also helped lead several national initiatives. He was a founding member of Group Services for America’s Blood Centers (GSABC), a member-owned group purchasing cooperative designed to meet supply needs of blood centers

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### Byron Buhner Retires (continued from page 8)

throughout the country. Mr. Buhner was involved in the creation of Community Blood Centers' Exchange (BCx), a reciprocal insurance company formed and owned by independent community blood centers to provide blood centers long-term stability with cost savings shared by its owners/insureds. Mr. Buhner was also active in America's Blood Centers, serving as ABC president and as a board member of the Foundation for America's Blood Centers.

"Byron is one of the few people who have had a profound effect on blood banking," said ABC Chief Financial Officer Bill Coenen. "Through his hard work and leadership, he helped bring about many programs that have enhanced our ability to continue to provide the gift of life. His support and friendship throughout these many years is something I will always cherish."

Dr. Waxman, who will succeed Mr. Buhner as interim CEO, has served Indiana Blood Center for 17 years and spent nearly 20 years in leadership positions at other blood centers. Dr. Waxman is a board member of AABB and the immediate-past president of ABC.

The blood center will begin seeking a permanent replacement for Mr. Buhner in January 2015. (Source: Indiana Blood Center press release, 12/18/14) ♦



**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 staff only, unless otherwise specified. ♦*

### **ABC Workshop Tackles Supply Chain Integration and Optimization**

In today's healthcare environment, blood centers are being pressured to increase productivity and efficiency while driving down costs, requiring blood bankers to fully understand each of the interrelated activities of the blood center supply chain. Nearly 40 blood center professionals attended the ABC Supply Chain Optimization Workshop last week in Austin, Texas, to learn from industry experts about some of the important aspects of supply chain optimization that can help position their centers for success.

This year's workshop, held at the Driskill Hotel in Austin, offered a strategic, big-picture focus that highlighted supply chain integration and optimization to improve efficiency.

The meeting kicked off on Dec. 9 with a discussion about "Purchasing Decisions and the Total Cost of Ownership," led by Michael G. Hasler, PhD, director of the Master of Science in Business Analytics Program at the University of Texas at Austin. Dr. Hasler is a senior lecturer at the university's McCombs School of Business, where he teaches courses on Operations Management and Procurement in the Information, Risk, and Operations Management Department. He discussed the underlying principles behind the concept of total cost of ownership – a method for identifying and quantifying the costs associated with conducting business with a given supplier organization.

Brad Hoffelt, senior vice president and general manager of Products and Services at GE Capital, discussed "Buying Capital Assets & Conserving Cash – The Advantages of Leasing." Mr. Hoffelt explained

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**INSIDE ABC** (continued from page 9)

why it is important to manage how one finances the supply chain, and why it sometimes makes sense to lease even when there is plenty of capital available.

On the second day of the workshop, attendees heard lessons learned from the European Blood Alliance (EBA) Flying Squad, from both the European and US perspectives. Eric Jansen, the retired managing director of the Amsterdam Blood Center of the Sanquin Blood Supply, discussed his experience as the former team leader for the EBA Flying Squad, a team of blood bank experts that provide operational audits on blood centers with a focus on performance improvement. Nick Tandy, retired Operation Improvement Lead, at the UK's NHS Blood and Transplant, then shared his insights on the EBA Flying Squad.

"I particularly enjoyed the presentation from the EBA Flying Squad on improving efficiencies in blood center operations. I look forward to make good use of the information that I learned from this presentation at my blood center," said workshop attendee, Larry Smith, CEO of Rhode Island Blood Center.

ABC President Dave Green and Susan Blaskovich, president and chief operating officer at Mississippi Valley Regional Blood Center (MVRBC), helped attendees understand what the EBA Flying Squad could offer their blood center. They provided their perspectives and lessons learned during a visit from the EBA Flying Squad at ABC member blood center MVRBC.

Workshop attendees also enjoyed numerous opportunities to share their experiences and best practices with colleagues during a roundtable discussion of hot topics and a networking reception.

**ABC Issues Congressional Letter Template on Plasma Flexibility**

As part of its strategic plan to use a grassroots approach for its advocacy efforts, America's Blood Centers recently issued a template congressional letter on plasma flexibility, which ABC members are encouraged to customize and mail or e-mail to their congressional members.

ABC members can access the template letter at <http://bit.ly/1A0Pqt3> and can find a one-page informational document on this issue at <http://bit.ly/1qGek1a>. The playback from a recent ABC webinar about ABC's advocacy initiatives can be accessed at <http://bit.ly/12EokN7>.

ABC will continue to meet with members of Congress and Food and Drug Administration representatives to advocate on behalf of its member blood centers. Stay tuned for more updates on ABC's advocacy efforts. ♦

**The Deadline is Approaching to Submit Your ABC's Got Talent Video!**

Got talent or know somebody at your blood center who does? Well, America's Blood Centers is looking for you! The Foundation for America's Blood Centers and ABC are hosting the first-ever ABC's Got Talent Show – a virtual talent show allowing ABC blood center employees, board members, volunteers, donors, and families to showcase their talents and raise money for the FABC. The deadline to submit videos is **Dec. 31**. So hurry up and send us a video of your talent today! If you or a colleague would like to submit a video, contact Jodi Zand at [jzand@americasblood.org](mailto:jzand@americasblood.org).

## Did You Know...?

**‘877’** is the number of e-mails exchanged since Jan. 1, 2014 through America’s Blood Centers’ Quality Bytes listserv by regulatory and quality professionals at ABC’s member blood centers. These e-mails shared ideas, best practices, and lessons learned in topics from donor notification of deferral/post-donation to conflict resolution to the use of hand warmers in donor centers. ABC members can learn more about this and other e-mail listservs on the [ABC Members Website](#).

*America’s Blood Centers’ staff, board of directors, and committee members are working daily to support the needs of ABC’s member blood centers. Whether it is through public, regulatory or legislative advocacy, educational meetings and webinars, or disaster preparedness assistance, ABC strives to support the continued success and development of independent community blood centers and their employees. Every quarter, ABC staff reports on a series of metrics to the board of directors through the ABC Balanced Measures Report. The ABC Newsletter will highlight one metric each week. Be sure to check it out to find out how ABC is working on behalf of your blood center.*

### RESEARCH IN BRIEF

**A study in *Anesthesiology* suggests transfusion-related acute lung injury (TRALI) may be much more common than expected in perioperative patients.** Leanne Clifford, BM, and colleagues of the Mayo Clinic, examined the epidemiology of postoperative TRALI. For the past decade, TRALI has consistently been the leading cause of transfusion-related fatalities reported to the Food and Drug Administration – implicated in 28 percent of all fatalities, according to recent estimates. Due to passive reporting, the true burden of TRALI is thought to be underestimated and its epidemiology is poorly defined. This may lead to inappropriate care for patients experiencing TRALI, failure to prevent subsequent donation from donors implicated in TRALI cases, and hinder the development of further interventions to prevent TRALI. Some studies suggest that TRALI mitigation efforts, including the predominant use of male donors for high-plasma-volume components, have reduced TRALI incidence. The authors set out to better define TRALI’s epidemiology before and after TRALI mitigation strategies were introduced. Using an institutional database that captures high-resolution, near-real-time data from all monitored care environments, they conducted a retrospective cohort study examining outcomes of adult patients undergoing non-cardiac surgery with general anesthesia who received intraoperative transfusions during 2004 and 2011. The demographics and clinical characteristics of transfusion recipients, blood transfusion descriptors, and combined TRALI/possible TRALI incidence rates were evaluated. The authors examined associations between patient characteristics, transfusion details, and TRALI mitigation strategies with TRALI rates before and after TRALI mitigation strategies were implemented. The incidence of TRALI/possible TRALI was 1.3 percent in 2004 and 1.4 percent in 2011, with comparable rates in males vs. females. Overall, thoracic, vascular, and transplant surgeries carried the highest rates of TRALI. Incidence increased with larger volumes of blood products transfused. The authors concluded that their results confirm that TRALI is likely underreported, as it was more common in this study than previously reported rates. “Future efforts to identify specific risk factors for TRALI/possible TRALI in surgical populations may reduce the burden of this life-threatening complication,” they conclude.

**Citation:** Clifford L, *et al.* Characterizing the epidemiology of postoperative transfusion-related acute lung injury. *Anesthes.* 2015 Jan;122(1):13-20.

(continued on page 12)



**RESEARCH IN BRIEF** (continued from page 11)

**A study in *Anesthesiology* suggests underreporting of the second leading cause of transfusion-related death in the US – transfusion-associated circulatory overload (TACO) – in perioperative patients.** Leanne Clifford, BM, and colleagues of the Mayo Clinic, in a companion to the TRALI study reported above, investigated the epidemiology of perioperative TACO. Similar to TRALI, TACO is likely underreported and patient risk characteristics are poorly understood, hampering the recognition, treatment, and mitigation of this condition. The authors conducted a retrospective cohort study, examined the medical records of adult patients undergoing non-cardiac surgery with general anesthesia in 2004 or 2011 and receiving intraoperative transfusions to identify TACO cases. The authors conducted statistical analyses to evaluate the association between patient and transfusion characteristics with TACO rates, comparing the rates in 2004 and 2011. The incidence of TACO was 5.5 percent in 2004 vs. 3 percent in 2011, with comparable rates for men and women. Overall, vascular, transplant, and thoracic surgeries carried the highest TACO rates. The incidence of TACO increased with volume transfused, advancing age, and total intraoperative fluid balance. They note that future studies should seek to more completely define the true attributable burden, the underlying mechanisms, and the risk factors of TACO.

**Citation:** Clifford L, *et al.* Characterizing the epidemiology of perioperative transfusion-associated circulatory overload. *Anesthes.* 2015 Jan;122(1):21-28. ♦

**BRIEFLY NOTED**

**The Centers for Disease Control and Prevention and the Department of Health and Human Services are encouraging blood centers to participate in the HHS National Blood Collection and Utilization Survey (NBCUS).** This survey seeks data on the collection and transfusion of blood from calendar year 2013. The survey has the same content as the NBCUS that has been distributed to blood centers every two years since 1998. HHS distributed e-mails on Dec. 2 to blood collection establishments with unique links to complete the survey. If you have not received an e-mail with the unique link for your center, you should e-mail CDC at [nbcus@cdc.gov](mailto:nbcus@cdc.gov). Questions may also be directed to Koo Chung at (404) 639-2961. Please note that this year's HHS NBCUS is separate from the AABB Blood Survey described in the Dec. 5 [ABC Newsletter](#). ♦

**REGULATORY NEWS**

**The Food and Drug Administration has approved Haemonetics Corp. Software Solutions' 510(k) application to market its Donor Doc. 3.0.0 as a "stand alone blood bank software," according to a Dec. 4 FDA approval letter.** Donor Doc 3.0.0 is an interactive application device that assists a blood collection facility's donor screening process. The Donor Doc software device collects and maintains donor related information obtained from the Donor History Questionnaires, physical exams, and tests. The software is intended for use in a blood collection environment with wireless security enabled. More information about this software can be found in the [FDA approval documents](#) on FDA's website. (Source: FDA substantially equivalent 510(k) device information, 12/10/14)

**The International Council for Commonality in Blood Banking Automation (ICCBBA) has released a draft version of ISBT 128 Standard Technical Specification v5.2.0.** ISBT 128 is the international standard for the identification and labeling of products of human origin. A list of specific changes made

(continued on page 13)

**REGULATORY NEWS** (continued from page 12)

to this version can be found in the version control table in section 1.7. Comments must be submitted by Jan. 18 and may be sent to [TScomment@iccbba.org](mailto:TScomment@iccbba.org). The document can be reviewed [here](#). (Source: ISBT 128 e-mail update, 12/17/14) ◆

**THE WORD IN WASHINGTON**

**US Sens. Elizabeth Warren (D-MA), Tammy Baldwin (D-WI), and Tom Harkin (D-IA), and Reps. Mike Quigley (D-IL, 5<sup>th</sup>) and Barbara Lee (D-CA, 13<sup>th</sup>), led a [letter](#) with 75 of their congressional colleagues calling on Secretary of Health and Human Services Sylvia Burwell to change the current permanent deferral of men who have sex with men (MSM) from donating blood.** The legislators recommend that HHS replace the permanent MSM deferral with one based on individual risk factors. The members of Congress wrote to express concerns regarding recent recommendations from the HHS Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA) to change the lifetime MSM deferral to one year, contingent upon the implementation of a surveillance system to track transfusion transmitted infections (see [ABC Newsletter](#), 11/14/14). “A one-year deferral policy, like a lifetime ban, is a categorical exclusion based solely on the sex of an individual’s partner – not his actual risk of carrying a transfusion-transmittable infection,” they wrote. The letter also requests additional information from HHS regarding the timeline for reversing the lifetime deferral policy, actions being taken to work towards a risk-based deferral policy, and plans for implementing a nationwide hemovigilance system. (Source: Office of Elizabeth Warren press release, 12/15/14) ◆

**GLOBAL NEWS**

**The Government of Ghana endorsed a project proposed through a collaboration of AABB, Global Blood Fund (GBF), and Terumo BCT to respond to the emerging Ebola crisis within West Africa, announced Terumo BCT in a Dec. 15 [press release](#).** The Ghanaian Ebola Readiness Resilience Initiative (GERRI) is a multi-agency effort designed to augment Ghana’s preparations for the possible arrival of the Ebola epidemic, as well as provide new blood collection capabilities to improve transfusion care. The group also seeks to offer new treatment options for patients with sickle cell disease and other hematologic conditions. The organizations will enhance blood safety through the use of pathogen reduction and will integrate training programs and resources to support education. Once approved for use in Ghana, GBF will donate two Trima Accel Automated Blood Collection Systems. “We are excited to be working in collaboration and partnership on this critical public health intervention,” said John Armitage, MD, president of GBF and president/CEO of Oklahoma Blood Institute. “As an international, charitable organization, our focus is on saving lives by improving the availability and safety of blood in some of the world’s poorest nations. The strength of Ghana’s medical delivery system, its strong public service infrastructure, and its close proximity to the current Ebola outbreak makes it a prime target for the precautionary interventions we are putting in place.” Terumo BCT will donate two Spectra Optia Apheresis Systems and two Mirasol Pathogen Reduction Technology Systems. AABB will provide training, process management education, and program evaluations to support the implementation of these devices. The Ghana Ministry of Health, through the National Blood Service, Ghana (NBSG) will provide administrative support, dedicated space, and personnel to facilitate project implementation and ensure a coordinated national approach to the provision of safe, adequate, and efficacious blood and blood products. The delivery of medical devices and training is expected to begin in early 2015. As part of this project, a regional apheresis training center will be established within the Southern Area Blood Center

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**GLOBAL NEWS** (continued from page 13)

of the NBSG as a center of excellence for other countries interested in strengthening their transfusion medicine operations. “We are pleased to confirm the endorsement of the Ghanaian Ebola Readiness and Resilience Initiative. We believe this project will serve to respond to the emerging Ebola crisis within West Africa, as well as provide long-term health system capacity to the citizens of Ghana,” said Victor Bampoe, MD, deputy minister of Health of the Republic of Ghana. “The Ministry of Health thanks Global Blood Fund and its collaborating partners AABB and Terumo BCT for developing and proposing this activity that will benefit the people of Ghana long after we have defeated Ebola.” More information about GERRI can be found at [www.gerriweb.org](http://www.gerriweb.org). (Source: Terumo BCT press release, 12/15/14)

**Global Blood Fund (GBF) announced in a recent e-mail update that it will facilitate the delivery of donated blood collection equipment to the Nigerian National Blood Transfusion Service.** The blood service of England and Scotland donated 170 portable donation beds and other equipment valued at more than \$100,000, scheduled to set sail from Bristol, England on Nov. 4 for the Nigerian National Blood Transfusion Service. The consignment was organized and funded by GBF, as part of its mission to encourage voluntary donation and improve safety and sufficiency in resource-scarce nations. The equipment is scheduled to arrive on Dec. 26. Continuing its work to advance blood safety and availability in Africa, GBF also recently sponsored a plenary presentation at the 2014 biennial Congress of the Africa Society for Blood Transfusion held in Victoria Falls, Zimbabwe. Jose Cruz, MD, with the Pan American Health Organization, spoke on Nicaragua’s recent success in achieving 100 percent voluntary, non-remunerated blood donation. This initiative was particularly appealing because Dr. Cruz brought experiences from one low-human development index (HDI) country to others who share similar economic and social challenges, according to a [blog post](#) on the website of Rotary International’s Global Network for Blood Donation: a Rotarian Action Group. Suggestions of other similar best practice examples and/or forums for disseminating them can be sent to [info@globalbloodfund.org](mailto:info@globalbloodfund.org). (Sources: Global Blood Fund e-mail update, 12/16/14; Global Network for Blood Donation: A Rotarian Action Group, 12/15/14) ♦

**MEMBER NEWS**

**The 13<sup>th</sup> Annual Colonial Athletic Association (CAA) Blood Challenge proved to be a big success once again, as 2,209 units of blood were collected from 1,984 donors on CAA college campuses, announced Blood Bank of Delmarva, Newark, Del.** Over the 13-year history of the event, the CAA Blood Challenge has resulted in 41,831 productive units of blood. “The CAA Blood Challenge continues to be one of the conference’s most important and successful community service projects,” CAA Commissioner Tom Yeager said. “Our thanks go out to the students, faculty, and administrators whose participation will have a positive impact on the lives of thousands of people during a critical time for blood donations over the holiday season.” The University of Delaware captured the CAA Blood Challenge for the fourth year in a row and eighth time overall with 700 donors. “Once again the University of Delaware (UD) Athletics community has stepped up to help a great cause at a time when it is needed most,” said UD Director of Athletics Eric Ziady. “We are committed to the ongoing success of the CAA Blood Challenge and we take pride in once again capturing the title for the fourth straight year. We want to thank everyone in the UD community who took part and gave a life-saving gift for those in need,” added Mr. Ziady. Drexel University finished 2<sup>nd</sup> in the CAA Blood Challenge with 433 donors, and the University of North Carolina-Wilmington placed 3<sup>rd</sup> with 219 donors. Hofstra University (182), Towson University (136), the College of William and Mary (107), and James Madison University (101) all had



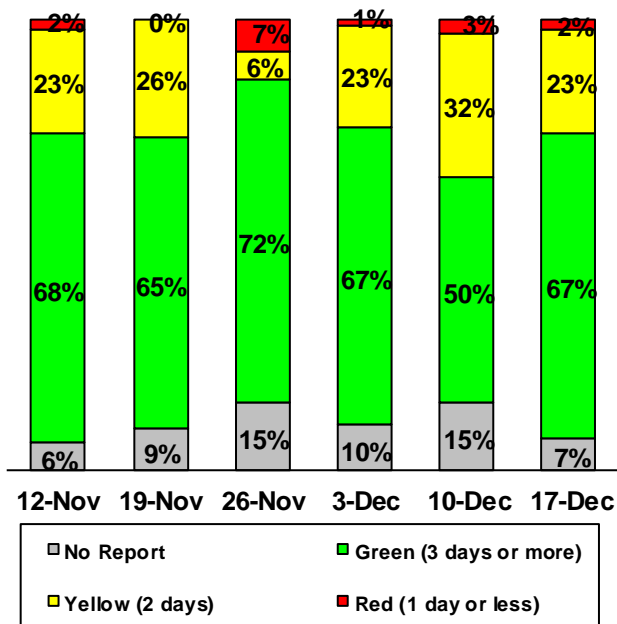
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**MEMBER NEWS** (continued on page 14)

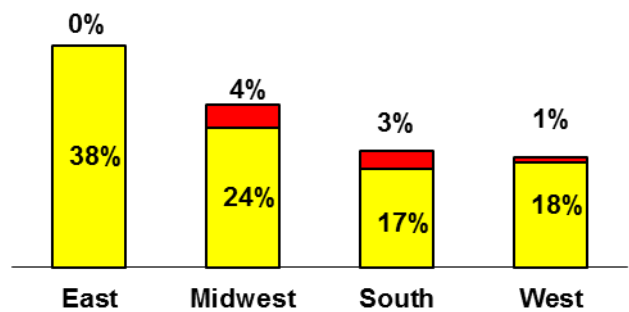
more than 100 people donate blood. The event has annually been one of the largest blood drives in the Delmarva region. “We are thrilled and proud of the results achieved with this year’s CAA Blood Challenge,” said Roy Roper, president and CEO of Blood Bank of Delmarva. “For the University of Delaware to capture the trophy for the fourth consecutive year (and eighth overall) is a significant accomplishment. Our staff and volunteers are always excited for this annual undertaking and appreciate the unbridled enthusiasm of the students, administration and staff at the University of Delaware. Without their support, we could not do our jobs and for that, I offer my personal thanks and congratulations to the Blue Hens.” He added, “Trophies are always an appreciated symbol of achievement, however, of equal importance is knowing that hundreds of patients in our community will be helped because of the University of Delaware community’s selfless donations of blood on their behalf.” The CAA Blood Challenge was developed by the conference presidents as a fun way to emphasize the critical importance of donating blood. Each CAA institution worked with its local blood service center and designated one day during the fall term to conduct a campus-wide blood drive. Student groups, faculty, staff and alumni were all encouraged to participate. Commissioner Yeager will present the University of Delaware with an award in recognition of its outstanding achievement during a basketball game this winter. (Source: Blood Bank of Delmarva press release, 12/17/14) ♦

**STOPLIGHT®: Status of America’s Blood Centers’ Blood Supply**

**Total ABC Red Cell Inventory**



**Percent of Regional Inventory at 2 Days Supply or Less, December 17, 2014**



**Percent of Total ABC Blood Supply Contributed by Each Region**  
 East: 20%; Midwest: 25%; South: 24%; West: 31%

Daily updates are available at:  
[www.AmericasBlood.org](http://www.AmericasBlood.org)



## PEOPLE

**Norman D. Kalmin, MD**, who joined the South Texas Regional Blood Bank (STRBB) in 1983 and shaped it into what is now South Texas Blood & Tissue Center (STBTC), is set to retire this month after 31 years. Under Dr. Kalmin's guidance, the organization changed its name, moved to its current headquarters, expanded into tissue and biologic testing services, supported the efforts of the National Marrow Donor Program, added an umbilical cord blood bank, and initiated the nonprofit subsidiary QualTex Laboratories. "This has been the journey of a lifetime," Dr. Kalmin said. "I'm honored to have been part of growing this company and harnessing its potential in the healthcare industry. Together with a very supportive board and skilled management staff, I was able to steer it in a direction I hoped would maximize its impact, and I couldn't be more pleased with the result." Dr. Kalmin's advocacy made STBTC a household name and ushered the organization into a new era, according to a STBTC press release. What began as the STRBB has evolved into BioBridge Global (BBG), the umbrella non-profit holding company for STBTC, QualTex Laboratories, GenCure and The Blood & Tissue Center Foundation. BBG's focus stretches beyond blood and tissue to regenerative medicine and all its future potential. "BioBridge Global is in a position now to be a worldwide leader in the field of regenerative medicine," Dr. Kalmin said. "I am grateful for every forward-thinking person I've had the privilege to work with throughout these decades and feel very proud of the legacy I am leaving behind." Dr. Kalmin left his native South Africa in 1976 with a medical degree from the University of Witwatersrand in Johannesburg and completed a residency in clinical pathology at the State University of New York in Buffalo. Following a fellowship in transfusion medicine with the Atlanta Red Cross, he joined STRBB in 1983 as its medical director. He became president and CEO a year later and served in that position until 2010. In 2010, he was appointed to lead QualTex Laboratories, overseeing operations in San Antonio and Atlanta until January 2012. He then relocated to Atlanta as CEO (emeritus) and medical director of the Atlanta division of QualTex Laboratories. Dr. Kalmin was elected in 2006 to the board of the International Society of Blood Transfusion (ISBT) and in 2008 to the vice presidency of that organization. He also is a member of the AABB and the American Association of Tissue Banks (AATB). He has also been active in America's Blood Centers. He's published dozens of articles and abstracts in peer-reviewed journals and has made numerous presentations at local, national, and international meetings. "We'll truly miss Dr. Kalmin and his great vision, and we wish him success and relaxation in this next phase," said Linda Myers, CEO of BioBridge Global. "BioBridge Global has been built on the foundation he was instrumental in laying, and because of the infrastructure Dr. Kalmin implemented, our future is very bright." (Source: BioBridge Global press release, 12/12/14) 💧



(From left to right) BioBridge Global CEO Linda Myers, Norman D. Kalmin, MD, and BioBridge Global Chairman of the Board Dennis Stahl

**Kari Aranko**, selected earlier this year to succeed Gilles Folléa as executive director of the European Blood Alliance (EBA), will officially begin his new role on Feb. 1, 2015 (see [ABC Newsletter](#), 8/29/14). The handover of the executive director position will apply to all activities except: EID Monitor and relationships with the European Centre for Disease Prevention and Control, PaBloE project, Council of Europe Working Group on plasma supply management, and the Creativ-Creutical report on blood landscape in Europe. For these activities, the handover will take place on May 1, 2015. Up to the end of his contract, Mr. Folléa will continue to provide Mr. Aranko with assistance to ensure a successful transfer of knowledge and experience, announced EBA.



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**PEOPLE** (continued from page 16)

**Fresenius Kabi announced on Dec. 8 that it has inducted 12 people into the Fenwal Blood Donation Hall of Fame for 2014.** For more than 15 years, the Fenwal Blood Donation Hall of Fame has recognized individuals who have made extraordinary contributions to blood donation, either through their donations or enabling the donations of others. The 2014 inductees are:

- **Dan Dye**, nominated by American Red Cross, Carolinas Region;
- **Martha Herbert** and **Sandy Middleton**, nominated by American Red Cross, South Carolina;
- **Rick Herndon**, nominated by American Red Cross, Tri-Cities Donor Center;
- **Michael Zapata Jr.** nominated by American Red Cross, Carolinas Region;
- **Michael Desjardins**, nominated by American Red Cross, Portland Blood Donor Center;
- **April Meyers**, nominated by Hoxworth Blood Center;
- **James G. Morgan**, nominated by Hoxworth Blood Center;
- **Dan Davis**, nominated by Barnes-Jewish Hospital, Pheresis Center, St. Louis, Mo.;
- **Mike Gorton**, nominated by BloodSource;
- **BM2 (SW) Rio Flores**, nominated by Training Support Center, Great Lakes Blood Donor Site Coordinator for the Armed Services Blood Program;
- **Nancy Umstead**, nominated by Cape Fear Valley Blood Donor Center Cape Fear Valley Health, Fayetteville, N.C.; and
- **Al Whitney**, Platelets Across America, nominated by Aultman Blood Center.

“Since 1998, first Fenwal and now Fresenius Kabi, has partnered with blood centers in the US to honor individuals who have demonstrated an extraordinary commitment to ensure that blood, a life-saving resource for which there is no substitute, is always available,” said Dean Gregory, president of Medical Devices at Fresenius Kabi USA. More information about the inductees’ stories on [Fenwal’s website](#). (Source: Fresenius Kabi press release, 12/8/14) ♦

## 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 Norwood at the ABC office. Phone: (202) 654-2917; fax: (202) 393-5527; e-mail: [mnorwood@americasblood.org](mailto:mnorwood@americasblood.org).

## POSITIONS AVAILABLE

**IRL Technologist.** Puget Sound Blood Center is seeking an experienced immunohematology reference Technologist on weekends. Technologists in this lab conduct workups on complex antibody problems and red cell reference testing, prenatal testing, testing for suspected hemolytic transfusion reactions, compatibility testing and antibody titration studies for potential donor/recipient of progenitor cells, bone marrow and solid organ transplants. Technologists also maintain a frozen red cell inventory consisting of rare antigen negative units. Requirements include: BS CLS/MT or equivalent, MT (ASCP) or equivalent certification and two years of immunohematology reference laboratory experience. SBB(ASCP) strongly preferred. More information at

[www.psbcc.org](http://www.psbcc.org). Qualified applicants send resumes to [humanresources@psbc.org](mailto:humanresources@psbc.org) Attention: Job #7429ABC. Puget Sound Blood Center is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, sex, religion, national origin, age, protected veteran status, disability status, or any other characteristic protected by law.

**Regulatory/Compliance Director.** BPL Plasma, Inc. is seeking a Regulatory/Compliance Director for our 33

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**POSITIONS** (continued from page 17)

US based plasmapheresis centers. The Regulatory/Compliance Director shall be responsible for adherence to all FDA, EU, IQPP, OSHA, CLIA, COLA and customer regulations and standards as they pertain to automated plasmapheresis collection. Respond to external audits, define and develop regulatory strategies and coordinate the preparation and implementation of compliance standards. Maintain key relations with individuals within the regulatory agencies and various customers. Work in conjunction with the Quality Department to promote continued improvement of corporate compliance. Must have the ability to work with cross-functional departments including Corporate Training, Quality Assurance, IT, CAPA, and Operations. Compliance Director will monitor trends and movements within the Industry. The Regulatory/Compliance Director will report to the Vice-President of Technical Affairs. Must be available to relocate to Austin, TX. Education/Experience: BS in related field or equivalent experience. 10 plus years' experience with plasma, blood, or medical industries, both in an operations and corporate capacity. Excellent communication skills (written and verbal) including ability to discuss regulatory requirements with senior management. Must have knowledge of CFR 21 series 200-299 and 600-799. To apply, please submit resumes fax to (407) 854-9883 or email [mhafley@bplplasma.com](mailto:mhafley@bplplasma.com). Please feel free to visit our website: [www.bplplasma.com](http://www.bplplasma.com).

**Business Development Manager.** LifeStream, a Southern California blood center serving 80 hospitals with 200,000 blood products annually, is searching for a Business Development Manager to support our hospital customers and drive sales growth. Help formulate business development initiatives and implement the organization's sales strategies to meet growth and profitability goals. Prepare and present sales proposals and presentations; respond to proposal requests; draft and negotiate contracts; develop pricing and sales strategies and sales forecasting/business planning; evaluate new business opportunities; manage sales and contract cycles; work with internal departments to ensure customer needs are consistently met. Bachelor's degree (BA or BS) required. Advanced degree desirable. Minimum five years' experience in healthcare, pharma, medical products or blood center setting, with experience in contracting and sales. Strong analytic experience and expertise in Excel desirable. Strong written and verbal communication skills a must. Current California driver's license required. Please visit [www.LStream.org](http://www.LStream.org) to view the full job description and position responsibilities. LifeStream has an excellent compensation & benefits plan. For further information and to apply online please visit: [www.LStream.org](http://www.LStream.org). Or fax cover letter, resume and salary history to (909) 386-6813. LifeStream is an Equal Opportunity Employer, M/F/D/V. Job Number: IN-4193265708

**Reference Laboratory Supervisor.** LifeStream, a blood center located in Southern California, serving 80 hospitals with 200,000 blood products annually, is searching for a Reference Laboratory Supervisor. Performs and reports test results for all Reference Laboratory procedures in an accurate and timely manner in compliance with Federal and State Regulations, AABB Standards, Manufacturer's recommendations, and internal operating procedures. Demonstrates proficiency, competency and understanding of fundamental principles of Reference Laboratory procedures. Assists in the training of Reference Staff and provides technical direction on complicated cases Provides excellent customer service to all of the department's customers. The candidate must have a four-year Bachelor's of Science Degree (BS) in Clinical Laboratory Science or related field (e.g. Medical Technology), Specialist in Blood Banking, SBB (ASCP) is preferred. Two to three years' experience in high complexity testing to include antibody identification and transfusion service. Please visit [www.LStream.org](http://www.LStream.org) to view the full job description and position responsibilities. LifeStream has an excellent compensation & benefits plan. For further information and to apply online please visit: [www.LStream.org](http://www.LStream.org). Or fax cover letter, resume and salary history to (909) 386-6813. Must pass pre-employment background check, drug screen and physical exam. LifeStream is an Equal Opportunity Employer, M/F/D/V. Job Number: IN-4189357936

**Hospital Relations Manager.** LifeStream, a Southern California blood center serving 80 hospitals with 200,000 blood products annually, is searching for a Hospital Relations Manager. This account management position is the technical resource for hospital customers' laboratory staff, answering questions, providing training and other support of LifeStream's products and services. As the primary customer service contact, you will work with customers and internal departments to resolve issues, improve services, strengthen customer relationships, promote LifeStream services, and help implement service improvements and new offerings. Bachelor's Degree (BA or BS) in biological sciences or medical related discipline required, with MT (ASCP) or equivalent. (CA CLS license is not required; SBB a plus). Minimum four years' experience in Blood Banking or five years in hospital laboratory with transfusion service experience, (or equivalent). Must have exceptional written and verbal communication skills, strong interpersonal skills and demonstrated success in a matrix environment delivering excellent customer service. A current California driver's license required. LifeStream has an excellent compensation & benefits plan. For further information and to apply online please visit: [www.LStream.org](http://www.LStream.org). Or fax cover letter, resume and

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**POSITIONS** (continued on page 18)

salary history to (909) 386-6813. LifeStream is an Equal Opportunity Employer, M/F/D/V. Job Number: IN-4193265212

**Information Systems Compliance Specialist.** Blood Systems is currently searching for a passionate quality professional to join its corporate quality team! Position will sit in Scottsdale, AZ. Requirements: bachelor's degree, knowledge of computer environments, standards development, and system life cycle methodology, four years related experience in an IT regulated industry including two years experience in IT quality, regulatory, and/or auditing. Preferred: knowledge of regulations as they relate to the blood industry quality and IT activities, IT related certifications (i.e., ITIL, COBIT, CISA, CSQE, etc.). Please visit our Careers page on our website ([www.bloodsystems.org](http://www.bloodsystems.org)) for additional position information. Blood Systems offers a competitive benefits package which includes: affordable medical/vision/dental coverage, relocation, education assistance, matched 401(k) and much more! For consideration, please email your resume by **12/31/2014** to [jobs@bloodsystems.org](mailto:jobs@bloodsystems.org) ATTN: HR/2014/83. Pre-employment background check and drug screen required. Blood Systems is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected veteran status. *Find the Hero in You. Donate blood three times a year!*

**Quality Director (Billings).** Blood Systems is searching for a Quality Director to assist its quality management and regulatory affairs department. This position will sit in Billings, MT. Requirements: bachelor's degree, five years of related experience in a regulated industry to include two years of supervisory experience and three years of experience in quality, regulatory, and/or auditing. Certification as a Medical Technologist or Specialist in Blood Banking (SBB) by a recognized certifying agency or RN licensure. Skills in working with external investigators, data analysis, performance improvement, leading and facilitating teams, problem solving, blood bank/blood center background, etc. preferred. Blood Systems offers a competitive benefits package which includes: affordable medical/vision/dental coverage, relocation, education assistance, matched 401(k) and much more! For immediate consideration, please email your resume by **12/26/2014** to [jobs@bloodsystems.org](mailto:jobs@bloodsystems.org). ATTN: HR/2014/82. Please visit our website at [www.bloodsystems.org](http://www.bloodsystems.org) for more information. Pre-employment background check and drug screen required. Blood Systems is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national

origin, disability, or protected veteran status. *Find the hero in you. Donate blood three times a year!*

**Laboratory Technologist II.** Duke University Health System, a progressive facility located in the heart of North Carolina, currently has a full-time position available for a Certified Medical Technologist on third shift in Transfusion Service. Applicants must possess a desire to become an integral member of a team providing blood products at a level 1 trauma center to patients in a safe, efficient manner. Strong interpersonal, written and verbal communication skills as well as the ability to solve problems are a must. Applicants must have a Baccalaureate Degree (preferably from a Clinical Lab Science program) and certification by a nationally recognized agency at the technologist level. Technologists perform complex serological testing using solid phase technology and prepare blood components for a diverse patient population. New grads welcome to apply. Relocation assistance is available. Duke University Health System offers an excellent working environment with a competitive salary and comprehensive benefits package. The Raleigh/Durham/Chapel Hill area offers broad academic, cultural and leisure opportunities. For more information, contact Mary Lee Campbell via e-mail at [mary.campbell@duke.edu](mailto:mary.campbell@duke.edu) or call (919) 668-2236. More information is available at our website at [www.hr.duke.edu](http://www.hr.duke.edu). Duke University is an equal opportunity affirmative action employer.

**Lead Blood Collection Technician/Glen Mills, PA.** This is an opportunity to join a 60 year old non-profit organization with a state of the art blood collection center, and a history of investing in their valued employees. We seek a caring professional to join a team of life savers as a Lead Blood Collection Technician for their new facility located in Delaware County, PA. The Lead Blood Collection Technician is the face of the Blood Bank and sets the stage for a positive experience for the donor. Will greet donors and perform eligibility interviews, and monitors progress during the procedure. Will serve as a consultant to the staff, and assist other Blood Collection Technicians with difficult sticks and needle adjustments. Must also monitor for errors and adjust accordingly, and oversee work and donor flow. Candidates must have one of the following: RN (licensed in PA), Medical Laboratory Technician (MLT), A.S. Medical Technology (MT), or ASCP certification with four years of blood bank experience. This position offers first class benefits including 401K, Tuition Reimbursement, Pension Plan, 100% paid dental and work life balance. For immediate consideration, please submit your resume to: [lifesaver@thebigroup.com](mailto:lifesaver@thebigroup.com).

**Supervisor, Blood Collection (Wilmington, DE).** Join a 60 year old non-profit organization whose mission is

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**POSITIONS** (continued from page 19)

saving lives one stick at a time. Working out of the Wilmington site, the Supervisor is accountable for management of employees in Blood Bank Donor Services with a new facility located in Glen Mills, PA. This individual is responsible for coaching, mentoring and supporting staff to meet performance standards. He/she is responsible for managing blood collection activities and monitoring technical compliance with SOP's, FDA, and AABB regulations. Additionally he/she manages projects, assists with the development and review of SOP's, oversees the deployment of new technology and procedures. Candidates must have one of the following educational requirements: RN, Medical Laboratory Technician (MLT), B.S. Medical Technology (MT), or an active ASCP certification. Additional requirements include four plus years of blood bank experience and one year in a leadership role. Ideally candidates will have a working knowledge of apheresis techniques, equipment and supplies. This position offers first-class benefits including 401K, Tuition Reimbursement, Pension Plan, and 100 percent paid dental. For immediate consideration please submit your resume to: [lifesaver@thebiggroup.com](mailto:lifesaver@thebiggroup.com).

**Marketing and Communications Manager.** We are seeking a highly motivated, independent leader with well-developed skills in marketing and media activities, public relations, event planning and customer service strategic planning. If you are a goal driven, results oriented leader with excellent time management skills, this position may be for you. Successful candidates will possess: Ability to develop a strong networking base in California and Nevada to assist with awareness, outreach, and collaboration. Ability to serve as spokesperson for the District. Ability to create and manage a vision for the customer service component of a non-profit blood center. Exceptional skills in determining marketing needs and analyzing opportunities. Bachelor's degree or equivalent combination of education and experience required. Must have three years related experience, two years supervisory experience, and a valid driver license with an acceptable driving record. Blood bank or other non-profit experience helpful. Position based out of Ventura, CA. Please mail a resume to: United Blood Services, Human Resources Department, 4119 Broad Street, Suite 100, San Luis Obispo, CA 93401. United Blood Services is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected veteran status.

**Key Account Manager.** The Blood & Tissue Center of Central Texas, located in Austin, is hiring a Key Account Manager to identify, solicit, and successfully source donor sponsor groups with an employee/member base exceeding 250 and have the ability to support the BTC Blood Program. This charismatic professional

must understand the value of prospecting and have an aptitude for building strong rapport with high-level business partners. Qualified candidates must have a bachelor's degree in Sales or Marketing with five to seven years of experience in corporate sales and account development or seven to 10 years of relevant work experience in lieu of a degree. Prefer some experience in the blood center environment. Strong oral and written communication skills that effectively reach all levels of personnel and business contacts needed. Must be a highly motivated self-starter with excellent organizational skills, strong interpersonal skills, and have the ability to develop and persuasively deliver presentations. Must be at least 21 years old, hold a valid driver's license, provide a copy of an acceptable driving record, and show proof of liability insurance. Applicants may send cover letter, resume, and salary requirements to [resumes@tcms.com](mailto:resumes@tcms.com). Please include position title in subject line.

**SBB Community Education Coordinator (Pomona, CA).** Are you a Medical Technologist looking to get out of the lab and need a new challenge? In this position you will plan and coordinate the Blood Transfusion Medicine/Science education programs, monitor the schedules, resources and content of the education programs. Provides support to the instructional staff in the didactic and practical phases of the SBB program, coordinate schedules of Transfusion Medicine Fellows, visiting physicians and technologists. Functions as the liaison between the State of California Department of Health Services and the American Red Cross Southern California Region for purpose of maintaining accreditation as a provider of continuing education for California Clinical Laboratory Scientists. Qualifications: MT (ASCP) or equivalent; preferably SBB, five years' experience in a hospital or blood center. California State Clinical Laboratory Scientist (or eligible). We offer excellent benefits including health/dental/vision insurance, 401(k) and 403(B) and more. To apply visit: [www.americanredcross.apply2jobs.com](http://www.americanredcross.apply2jobs.com), position number BIO49750. EOE M/F/D/V

**Customer Relations Specialist.** Indiana Blood Center is currently seeking a Customer Relations Specialist. Under the direction of the Director, Production, the Customer Relations Specialist is responsible for assessing, recommending, and implementing plans to achieve exceptional customer relations in Blood Services in order to retain current customer base. Works with Blood Services leadership and with peers at affiliate centers to develop plans to generate growth. Is responsible for current customer relationship management and frontline pursuit of new customer prospects. Builds relationships with customers and captures VOC (voice of customer). Supports customer product and inventory needs at the point of hospital blood banks. A

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**POSITIONS** (continued from page 20)

bachelor's degree from an accredited college or university in Clinical Laboratory Science or related field; Medical Technologist or Medical Laboratory Scientist (ASCP—American Society for Clinical Pathology) certification required. Minimum of three to five years' job related experience in blood banking/transfusion services; minimum of two years' experience in Customer Service or Customer Account management preferably in association with a blood center; experience with Customer Relationship Management tools, customer surveys and metrics for continuous validation of value delivered to customer is preferred. Valid driver's license required with acceptable driving record that meets IBC's established guidelines. Indiana Blood Center is an Equal Opportunity Employer. Please apply online at [www.indianablood.org](http://www.indianablood.org).

**Director of Donor Marketing (CTTM).** Be a part of a dynamic and forward thinking affiliation of blood centers in this changing healthcare environment! This key position is responsible for donor recruitment and donor event management and database marketing. We will rely on you to manage a cross-functional coordinated effort to develop and implement strategy to maximize collections across CTTM. Position is accountable for executing successful campaigns, initiatives and promotions, and understanding and differentiating between activities to increase collections. This role is key in branding and messaging to foster a customer-focused culture resulting in increased donor/sponsor loyalty and new growth through tactical efforts targeted to collection strategies. We will rely on you to evaluate donor marketing programs across CTTM, determine effectiveness of campaigns, and leveraging programs. The ideal

candidate will have a bachelor's degree and a minimum of five years' experience in marketing or business development with at least five years as a cross functional project management leader. A minimum of five years business to business sales experience required. Blood-Center offers a competitive salary, commission plan, and benefits package. Apply online at [www.bcw.edu](http://www.bcw.edu). Equal Opportunity Employer of Minorities, Females, Protected Veterans, and Individuals with Disabilities.

**Ladder Rank (or In Residence) faculty in Transfusion Medicine/Cellular Therapy and Clinical Hematology/Hematopathology.** The Department of Pathology (<http://pathology.ucsd.edu>), Division of Laboratory and Genomic Medicine, University of California, San Diego seeks Ladder Rank or In Residence faculty in Transfusion Medicine/Cellular Therapy and Clinical Hematology/Hematopathology. Applicants must possess M.D. or M.D./Ph.D. degrees, be qualified for unrestricted medical licensure in the state of California, and be certified/eligible by the American Board of Pathology in CP or AP/CP with appropriate subspecialty certification in transfusion medicine, hematopathology, and/or molecular genetic pathology preferred. The ideal candidate will have strong demonstrated accomplishments contributing to diversity, equity and inclusion, and a desire to play a leadership role in advancing UC San Diego's commitment to achieving excellence and diversity. Full job posting /application: <http://apptrkr.com/551928>. Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, age or protected veteran status. ♦

**CALENDAR**

*Note to subscribers: Submissions for a free listing in this calendar (published in the last issue of each month) are welcome. Send information to Leslie Norwood by e-mail ([lnorwood@americasblood.org](mailto:lnorwood@americasblood.org)) or by fax to (202) 393-5527. (For a more detailed announcement in the weekly "Meetings" section of the Newsletter, please include program information.)*

**2015**

Jan. 8-9. **FDA Public Workshop "Framework for Regulatory Oversight of Laboratory Developed Tests (LDTs), Bethesda, Md.** Those interested in attending must register by Dec. 12 and may do so at the [FDA website](http://www.fda.gov).

Jan. 17. **LifeStream's 5<sup>th</sup> Annual Transfusion Medicine Forum, Palm Springs, Calif.** To register or for more information, visit [www.LStream.org](http://www.LStream.org) or contact LifeStream at (800) 879-4484, Ext. 395.

Feb. 14-15. **SBB Last Chance Review, Houston, TX or by webinar.** Registration details at

<http://bit.ly/1ryDQE9>. Contact Clare Wong, 713-791-6201, [cwong@giveblood.org](mailto:cwong@giveblood.org).

Feb. 23-24. **AdvaMed 510(k) Submissions Workshop, Washington, D.C.** More information and registration details can be found at <http://bit.ly/1FaJaC5>.

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**CALENDAR** (continued from page 23)

Feb. 25. **AdvaMed IDE Submissions Workshop, Washington, D.C.** More information and registration details can be found at <http://bit.ly/1vwnzm3>.

March 13. **Center for Patient Safety 9<sup>th</sup> Annual Conference, St. Louis, Mo.** More information and registration details can be found at [www.centerforpatientsafety.org/2015conference](http://www.centerforpatientsafety.org/2015conference).

March 20. **International Blood Safety Forum, Washington, D.C.** For more information, e-mail [contact@globalhealing.org](mailto:contact@globalhealing.org).

March 20-24. **Annual Meeting, America's Blood Centers, Washington, DC.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

March 25-26. **NHLBI State of Science Meeting in Blood Banking and Transfusion Medicine, Bethesda, Md.** More information and registration details can be found at <http://bit.ly/1tnjB8y>. Contact: Simone Glynn, MD, MPH: [glynnsa@nhbli.nih.gov](mailto:glynnsa@nhbli.nih.gov).

March 26-28. **TransFuse 2014: Transformative-Fusion of Innovative Patient Blood Management, Phoenix, Ariz.** More information and registration details can be found at <http://bit.ly/1wM1JKz>.

April 22-24. **ADRP Annual Conference, Denver, Colo.** More information available at [www.adrp.org/conference](http://www.adrp.org/conference).

May 5-7. **Collections, Technical & Quality Workshop, America's Blood Centers, Orlando, Fla.** Contact: ABC Meetings Dept. Phone (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

May 20-21. **IPFA/PEI 22<sup>nd</sup> International Workshop on "Surveillance and Screening of Blood Borne Pathogens," Prague, Czech Republic.** More information about the workshop can be found at <http://bit.ly/1tnjXfe>. Contact: Mariska Mooijekind: [info@ipfa.nl](mailto:info@ipfa.nl).

June 16-19. **Fund Development, Communications, & Donor Management Workshop, America's Blood Centers, Chattanooga, Tenn.** Contact: ABC Meetings Dept. Phone (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Aug. 4-6. **Summer Meeting & MD Workshop, America's Blood Centers, Philadelphia, Pa.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org).

Sept. 16-17. **Financial Management Workshop, America's Blood Centers, Chicago, Ill.** Contact: ABC Meetings Dept. Phone: (202) 654-2901; e-mail: [meetings@americasblood.org](mailto:meetings@americasblood.org). ♦