

2015 #8

February 27, 2015

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ABC Announces the 18th Annual Awards of Excellence and the FABC's Annual Award Winners

America's Blood Centers announced this week the recipients of the 18th Annual Awards of Excellence and the Foundation for America's Blood Centers' Annual Awards, which will be presented on the evening of Monday, March 23 during the ABC Annual Meeting at the Ritz-Carlton, Pentagon City. These awards allow ABC and the FABC to recognize individuals and organizations that have made outstanding contributions in promoting blood donation and improving transfusion medicine.

Thomas F. Zuck Lifetime Achievement Award.

Peter Tomasulo, MD, who recently retired as Blood System Inc.'s chief medical and scientific officer, will receive the Thomas F. Zuck Lifetime Achievement Award, which honors an individual for lifetime achievement in the application of clinical/medical and scientific research to improve methods of blood collection and the safety/efficacy of blood products provided to patients. Over his 30-year career, Dr. Tomasulo has demonstrated a sustained willingness to lend his expertise and service to improve transfusion medicine to the benefit of both donor and recipient, according to his former Blood Systems colleagues who nominated him.



From 1980 to 2003, Dr. Tomasulo held numerous medical and executive management positions at the American Red Cross, the International Federation of the Red Cross and Red Crescent Societies, and Haemonetics Corp., as well as multiple academic appointments at the Medical College of Wisconsin, the Leonard M. Miller School of Medicine at the University of Miami, and at Case Western Reserve University School of Medicine.

He served as Blood Systems' chief medical and scientific officer from 2003 until earlier this year. During this time, through participation in various national and international committees, task forces, and working groups, Dr. Tomasulo has helped develop and establish medical policies regarding West Nile virus testing, bacterial detection of platelets, transfusion related acute lung injury (TRALI) mitigation, and national hemovigilance and donor hemovigilance. He has

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OUR OUR SPACE

ABC President Dave Green

What About Fill Rate?

Effective patient blood management (PBM) is clearly an important principle in blood banking and, as part of any reasonable PBM approach, ensuring that we minimize waste is crucial to maintain credibility with our donors and control costs for our hospital customers. But blood product waste management does not equal PBM, and single-focused efforts on waste management could produce unintended (and unacceptable) consequences. In addition to the clinical aspects of PBM, I firmly believe any waste management initiative should have product “fill rate” as a crucial measure of success. If we do not include such a basic measure of performance in our studies and management strategies, we run the risk of cutting waste at the cost of reduced product availability. But how do we measure fill rate? How do we define it?

What may seem to be a pretty straightforward question typically garners a very convoluted response. In benchmarking discussions with other blood operators, it has become painfully clear that we do not have consensus on this important metric. A typical response to the question, “How do you measure your fill rate?” – is, “The number of products shipped compared to the number ordered.” Fairly simple, right? But when you pose the inevitable follow-up question, “Do you report the percentage filled at the time the order is placed?” – the usual response is, “Of course not. We measure against the number filled within X hours, or weeks.” Then there is the question of blood type substitution, or in the case of platelets, the type of platelet product substitution. Not surprisingly, this broad range of responses on what constitutes “fill rate” makes it difficult to agree upon a single definition. So, we tend to exclude fill rate when targeting blood product waste reduction. Achieving waste reduction is important, but we should do so with an unwavering focus on product availability.

The America’s Blood Centers’ (ABC) Data Warehouse (DW) initiative requires clear definitions on metrics valuable to blood management efforts, so we have an opportunity to clarify what we mean when reporting data like fill rate. (Note: currently the DW does not capture fill rate but is exploring it.) Furthermore, we can define such metrics in a way that offers consistency and insight into improving performance. This is worthwhile in itself, but it also elevates the importance of maintaining product availability while we reduce waste.

PBM is an approach to transfusion medicine – not a tool. Our insistence on maintaining a comprehensive view of PBM, while pursuing improvements in selected facets of appropriate use, is crucial for enhancing blood services. Let’s not forget the product fill rate.

DGreen@bloodsystems.org ♦

The *ABC Newsletter* (ISSN #1092-0412) is published 46 times a year by America’s Blood Centers® and distributed by e-mail. Contents and views expressed are not official statements of ABC or its Board of Directors. Copyright 2013 by America’s Blood Centers. Reproduction of the *ABC Newsletter* is forbidden unless permission is granted by the publisher. (ABC members need not obtain prior permission if proper credit is given.)

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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DID YOU KNOW...?

‘3,313’ is the number ABC staff contacts with its member blood centers and their staff throughout 2014.

America’s Blood Centers’ staff, board of directors, and committee members are working daily to support the needs of ABC’s member blood centers. This year, ABC will issue a Member Value Report, sharing statistics like these about ABC’s overall accomplishments on behalf of all members, as well as individualized data related to how ABC has delivered value specifically to your blood center over the last year. Keep an eye out for the report – coming soon to your blood center!

2015 Annual Awards (continued from page 1)

co-authored more than 50 peer reviewed manuscripts and 10 book chapters, and has been an invited speaker at numerous international transfusion medicine meetings.

“The hallmark of Dr. Tomasulo’s career has been his advocacy for the donor and the patient. Dr. Tomasulo published an early landmark publication on donor adverse reactions more than 30 years ago. Over the past five years, he reinvigorated research on donors’ adverse reactions, especially those leading to injury,” Mary Townsend, MD, Blood Systems’ senior medical director, wrote in her nomination essay.

ABC Chief Medical Officer Louis Katz, MD, added, “We have all recognized Peter as an intense advocate for patient safety at a time when fiscal pressures have intruded on that focus. Awarding him with the Thomas F. Zuck Lifetime Achievement Award is especially appropriate in light of those accomplishments.”

President’s Award. Dr. Katz, who has served as ABC’s chief medical officer since September 2012, will receive the President’s Award, which is given at the discretion of the ABC president in consultation with ABC’s board of directors. Dr. Katz is being recognized for his exceptional work bringing clarity to medical and regulatory issues in ABC’s advocacy agenda on behalf of all ABC members, particularly his diligence on the issue of plasma regulation, said ABC President Dave Green.

“His longstanding leadership for ABC and in the field, both as a volunteer president of ABC and now as chief medical officer, has shaped a lasting positive legacy for ABC,” said Mr. Green.

Prior to joining the ABC staff, Dr. Katz served ABC in many leadership capacities, including president, vice president, chair of the Scientific, Medical and Technical Committee, and as a member of the FABC’s board of directors. Dr. Katz is a recognized advocate for the blood banking community and has specialized in infectious diseases throughout his medical career.



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2015 Annual Awards (continued from page 3)

Dr. Katz also served as the executive vice president of Medical Affairs at Mississippi Valley Regional Blood Center (MVRBC), where he worked for more than 25 years. After completing his medical training in 1982, Dr. Katz practiced infectious disease medicine in his own private practice and was a hospital epidemiologist at Genesis Medical Center in Davenport, Iowa, until 2009, focused on HIV medicine and viral hepatitis. He founded the Community Health Care Regional Virology Center, a comprehensive Ryan White-funded AIDS clinic in Davenport. It was his understanding of AIDS and its potential impact on the blood supply that first attracted Dr. Katz to blood banking as a consultant for MVRBC in the 1980s.

Dr. Katz has served as a member and chair of the AABB Transfusion Transmitted Disease Committee and many other AABB task forces, as well as a member and chair of the Food and Drug Administration's Blood Products Advisory Committee. He has authored or co-authored more than 70 scientific publications, chapters, and abstracts and has served as reviewer for multiple scientific journals. He has also participated in a myriad of grant-supported research studies related to infectious diseases, donor screening, and transfusion medicine.

Dr. Katz was honored with the 2011 Thomas F. Zuck Lifetime Achievement Award, as well as the 2011 FABC President's Award, and has received numerous other industry honors. In his current role at ABC, Dr. Katz oversees the Scientific, Medical, Technical, Quality, and Regulatory (SMTQR) programs, including representing ABC and its members before regulatory and governmental agencies.

Outstanding Humanitarian Service Award. The Sarasota Memorial Healthcare Foundation, Inc. (SMHF) will receive the Outstanding Humanitarian Service Award, which recognizes a community organization that encourages the spirit of volunteerism among citizens in the nominating blood center's community. SMHF, nominated by SunCoast Blood Bank, is a non-profit organization that seeks to improve the delivery of healthcare for the Sarasota, Fla. area through the acquisition and utilization of philanthropic funds.

Since 2006, SunCoast has been the recipient of \$185,000 from SMHF, and is one of the Foundation's most consistently funded organizations, according to SMHF President and CEO Alexandra Quarles. SMHF first awarded SunCoast \$78,000 to fund a refrigeration system for the SunCoast Lab. Since then, the Foundation has provided \$52,000 to support the purchase of an Optia Apheresis System, \$30,000 for a flow cytometer, and \$25,000 for patient blood management software – which in its first year saved Sarasota Memorial Hospital (SMH) \$400,000 in blood products. SunCoast is the sole provider of blood products for SMH.

The Foundation also works closely with the SMH blood drive committee to help promote blood drives on the SMH campuses and provides funding for donor gifts, such as T-shirts and prizes for 11 blood drives each year. In addition to its financial support, SMHF advocates for SunCoast in the community by providing successful fundraising leads and featuring the blood center in its widely distributed magazine *Envision*. "SMHF is a great example of a partnership between foundation, hospital, and blood bank," stated SunCoast in its nomination essay.

Larry Fredrick Award. David Moates, nominated by OneBlood, will receive the Larry Frederick Award, which honors an individual for his or her community leadership in raising awareness of the need for blood donations. Mr. Moates, a blood donation advocate and 100-gallon donor, has been a coach and

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2015 Annual Awards (continued from page 4)

mentor to high school and now college students for many years, following a three-year stint in the 1970s as a professional baseball player.

Beginning in 2004, Mr. Moates served as a donor chairperson during his nine-year teaching career at Lakewood Ranch High School in Manatee County, Florida. He recruited a committee of 24 students to conduct five to six blood drives annually, leading the school to become a top-donating high school, averaging about 600 blood donations per year. In 2010, Mr. Moates received the “Chairperson of the Year” award from the Association of Donor Recruitment professionals for his leadership in organizing students to conduct outstanding blood drives and his establishment of the “Leave a Legacy,” which challenged underclassmen to surpass the donation totals of the previous senior class at their final senior year blood drive.



David Moates celebrates after donating his 100th gallon of blood at OneBlood.

Beginning in 2010, Mr. Moates began fundraising efforts to build an annual college scholarship fund for college-bound blood donors that grew from \$2,500 the first year to \$6,000 in 2013. Due to his blood drive leadership and example to students as a regular blood donor, Mr. Moates was inducted into the Fenwal Donation Hall of Fame in 2012.

Corporation of the Year Award. Gold Star Chili, nominated by Hoxworth Blood Center, will receive the corporation of the Year Award, which is given to a business that demonstrates exceptional commitment to the volunteer blood community and to raising awareness of the need for blood donations. Over the past five years, Gold Star Chili has donated \$66,500 in cash, plus thousands more with in-kind food donations, to Hoxworth Blood Center.

In 2014, Gold Star Chili partnered with Hoxworth for the fifth annual summer blood drive tour, hosting 33 blood drives at their restaurants and providing food to eight of Hoxworth’s donor centers on 16 separate occasions. Gold Star donated \$15,000, as well as goods/services valued at \$2,500 toward this partnership in 2014 alone, including coupons, T-shirts, food, and support for ad placement with a local media outlet. Gold Star also promoted the summer blood drive campaign on its social media outlets and lent the help of its marketing team. This is just one of the many ways that Gold Star Chili has been a “dream partner” to Hoxworth over the past several years, according to Hoxworth’s nomination essay.

Media of the Year Award. AZ-TV7/Cable13, a local Arizona TV station, has sponsored seven programs, campaigns, and events to increase blood donations over the past two years to support United Blood Services, Arizona. AZ-TV has produced approximately 20 news segments and eight public service announcements (PSAs) that have aired at least 100 times, providing an estimated ad value exceeding \$15,000. Each campaign has included live segments, PSAs, substantial website exposure, and social media promotion. Additionally, AZ-TV regularly runs live segments to promote blood donation and on-air hosts Pat McMahon and Lisa Schneider-Cipriano have served as speakers at annual recognition events.

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2015 Annual Awards (continued from page 5)

Blood Drive Recognition Awards. The following awards recognize specific blood drive partners and coordinators for particularly successful or creative blood drives.

- **School Blood Drive Award:** The University of Cincinnati, nominated by Hoxworth Blood Center;
- **Most Productive Blood Drive Awards:** (Small center) Shelby County, Ohio, nominated by Community Blood Center-Dayton; (Medium center) St. Thomas More Parish, nominated by Bonfils Blood Center; and (Large center) GA Telesis, nominated by OneBlood;
- **Most Creative Blood Drive Awards:** (Small center) tie between 104.9 Midwest Family Broadcasting, nominated by Rock River Valley Blood Center, and Cincinnati Comic Expo Blood Drive, nominated by Hoxworth Blood Center; and (Large center) tie between Banner Casa Grande Regional Medical Center, nominated by United Blood Services, and College Gallon Challenge, nominated by Carter BloodCare.

Foundation Awards. Fenwal, a Fresenius Kabi Company, will receive the FABC's President's Circle Award, for \$110,000 in financial contributions, and Abbott Laboratories will receive the Pacesetter Award for \$50,000 in financial contributions.

Dean Gregory, Fresenius Kabi's president of Medical Devices North America, will receive the FABC President's Award for supporting ABC's educational initiatives, specifically the FABC effort to fund the developing ABC Professional Institute (API). Mr. Gregory also supported the [Jerry Haarmann Memorial Campaign](#) with both a personal donation as well as a corporate donation on behalf of Fenwal, a Fresenius Kabi company. Mr. Gregory's support of the FABC has enabled the Foundation to move forward in developing the API and helps support ABC member blood centers and their employees through fostering a state-of-the-art-community of education and innovation.

Richard Gamble will receive the FABC Volunteer of the Year Award for his leadership and dedication to the mission of the FABC. Mr. Gamble joined the FABC's board in 2013 and immediately became an active, contributing member, utilizing his strong relationships with blood centers and industry members from his long career in the industry. Mr. Gamble chaired the Nominating Committee, helping to create a strong, active board by recruiting new members from the industry and within blood centers. Most recently, he spearheaded the [Jerry Haarmann Memorial Campaign](#), in honor of his longtime colleague and friend Jerry Haarmann, who passed away unexpectedly last April. Mr. Gamble rallied friends and colleagues to show their support for Mr. Haarmann by raising funds to name a leadership certificate after Mr. Haarmann to be offered through the API. While his board term ends this fiscal year, his contributions will benefit blood banking for a long time.

Hollee Hulderman, a licensed medical technologist and the SafeTraceTx Administrator at SunCoast Blood Bank, will receive the ITxM Award for Excellence in Technical Operations. She has more than 24 years of experience in all aspects of transfusion medicine including donor services, component preparation, transfusion service, and specialized reference laboratory testing. She manages every step of staff training for SafeTraceTx, a transfusion management software program, and is actively involved in the SafeTraceTx user group. Ms. Hulderman's expertise were put to further use to coordinate with hospitals' HL7 interface and to implement blood management software. She also led the validation, set-up, and training for hospitals when SunCoast implemented BloodHub, an online inventory ordering system.

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2015 Annual Awards (continued from page 6)

“A constant in the laboratory at SunCoast Blood Bank, is Hollee’s positive attitude, ability to thrive in a frequently shifting atmosphere, and her dedication to share her expertise with others,” wrote Jayne Giroux, SunCoast’s director of Community Development, in her nomination essay.

SunCoast Blood Bank will receive the Terumo BCT Award of Excellence in Donor Recruitment for “Saving Others this Summer (SOS)” campaign. Through the SOS campaign, SunCoast asked several local restaurant partners to participate by providing coupons to reward blood donors from May 1 to Aug. 31. The four restaurant owners also came together to tape a PSA for TV, as well as a radio spot. SunCoast launched this campaign on May 1 to coincide with its annual 13-hour radio, commercial-free blood drive marathon.

As a result of the campaign, SunCoast saw a 1.2 percent increase in donations during that timeframe, compared with previous years.

ABC encourages all Annual Meeting attendees to join ABC and the FABC in honoring these award recipients during the *Annual Awards of Excellence* and Talent Show on March 23. Annual Meeting registrants may attend this event free of charge. ♦

“A Monumental Affair” —A must-attend event!

Your chance to celebrate with colleagues, enjoy heavy Hors d’oeuvres and drinks, and laugh until you can’t laugh anymore while watching a live performance from “The Capitol Steps”, a political satire comedy troupe.

Tickets are \$200 or \$500 for VIP, which includes a moonlight limo tour of Washington, DC complete with champagne and strawberries. To register, please contact Jodi Zand at jzand@americasblood.org.



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INSIDE ABC

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

ABC's Got Talent Spotlight on Mindy Smith, Vote by March 6!

If you haven't already checked out the talented performers participating in the first-ever ABC's Got Talent show fundraiser, you'd better do it soon! With voting closing on March 6, time is running out to vote for your favorite act. The ABC's Got Talent virtual talent show allows contestants to show off their skills while raising money to support the Foundation for America's Blood Centers (FABC). Take a look at the act below – our last featured act in the *Newsletter* before the live show in Washington!

Mindy Smith, Oklahoma Blood Institute, singing “Art is Calling Me” from “The Enchantress.” Growing up with a musician father, you might say music is in Mindy Smith's genes. Ms. Smith, wife of Oklahoma Blood Institute Executive Director Deon Smith, has performed on many stages over the past 30 years. Her career began in the sixth grade at McKinley Elementary School in Enid, Okla. when she earned the Outstanding Music Student award, which she claims set her on the path to becoming a “Prima Donna.” Continuing to be recognized with numerous awards throughout middle and high school, Ms. Smith earned a vocal scholarship to college, where she continued to perform, often as a featured soloist, with the select soloist group, The Ambassadors. She went on to represent her hometown as Miss Enid at the Miss Oklahoma Pageant where she was awarded a non-finalist talent award. Post-college, Ms. Smith continued to sing with her church as well as recently winning the Claremore's Got Talent competition. She is currently a full time music therapist/music educator. When she is not performing or teaching, Ms. Smith is a fitness enthusiast – she has run five half-marathons in four years! In her free time, Ms. Smith loves spending time with her family, including her husband and two children Corbin and Chloe, serving at her church, reading, and rooting for the Boston Red Sox. Watch Ms. Smith perform “Art is Calling Me” from the Operetta “The Enchantress” and vote here: <http://bit.ly/MindySmithobi>.



ABC's Got Talent Voting Ending Soon – See Where the Constants Stand!

The online voting period for ABC's Got Talent is winding down – where does your favorite contestant stand? Over the past few weeks, the contestants have been competing for your votes, which can be made via donation to their online campaign, for a chance to be among the top five who perform live at the ABC Annual Meeting in Washington, D.C. this March. (*Editor's Note:* Donations are tax deductible as permitted by law.)

“Just one week is left for the ABC's Got Talent contestants to make it into the top five, who will be performing at this year's ABC Annual Meeting in Washington D.C. As the FABC board's vice-chair, I thank

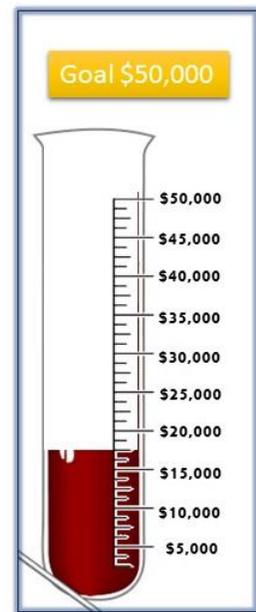
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all of you who have contributed to this good-natured competition, both as artists or financial supporters, said Pascal George, CEO of Central Jersey Blood Center and a contestant in the talent show.

“If you have not yet contributed, or if you could contribute more, please, make the time to visit the contestant links below and let our performers know that you appreciate their dedication and willingness to take a reputational risk to support our much needed campaign to fund our preparedness for the extreme challenges our industry faces. Thank you and see you in Washington,” added Mr. George. Below are the acts that are currently in the lead at press time.

| ABC's Got Talent Weekly Top 5 | | |
|-------------------------------|---------------|---|
| Contestant(s) | Amount Raised | Link to Campaign |
| 1. Sher Patrick | \$3,740 | http://bit.ly/SherPatrick |
| 2. Kim-Anh Nguyen | \$2,830 | http://bit.ly/DrNguyen |
| 3. Mary Townsend | \$2,155 | http://bit.ly/DrTownsend |
| 4. Chris Staub | \$1,810 | http://bit.ly/StaubBrothers |
| 5. Pascal George | \$1,510 | http://bit.ly/PascalGeorgeCJBC |



Don't see your favorite act listed in the top five? View and vote for your favorite by following the links below.

- **James AuBuchon, MD**, Bloodworks Northwest, bagpipe playing: <http://bit.ly/DrAuBuchon>;
- **Sharon Birzer**, Blood Centers of the Pacific, performing stand-up comedy: <http://bit.ly/SharonBirzer>;
- **Dan Eberts**, OneBlood, singing “Songs for All Seasons:” <http://bit.ly/DanEberts>;
- **Laurett Gannon**, Central Jersey Blood Center, singing “Look for the Silver Lining:” <http://bit.ly/LaurettGannon>;
- **Emily Shenk-DeMay**, Mississippi Valley Regional Blood Center, singing “God Bless America:” <http://bit.ly/EmilyShenkDeMay> ;
- **Shepard Blues Band**, Shepard Community Blood Center, performing “Man of Sorrow:” <http://bit.ly/ShepardBluesBand>
- **Mindy Smith**, Oklahoma Blood Institute, singing “Art is Calling Me” from “The Enchantress:” <http://bit.ly/MindySmithobi>; and
- **Eric Stone**, Blood Systems, performing “Three Little Birds,” <http://bit.ly/EricStoneBSI>.

“I’m sure that at least some of the other contestants are like me – shy. Shy when it comes to asking people for money, and also shy when it comes to performing their talents, like rope tricking or singing. But

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when Christine Zambricki suggested I take part, I signed on because I thought this is a fun way to help fund the Foundation's many great programs that support blood safety and innovation within our industry," said Chris Staub, vice president of Blood Services at Unyts and an ABC board member. "Thanks to all my supporters in the campaign. I am trying my best to finish in the top five so that I can make it to the big stage, subdue my shyness, and play for you all."

The FABC would like to give a special thanks to blood and platelet donation advocate and long-time donor Al Whitney for his \$500 contribution to the ABC's Got Talent campaign. Mr. Whitney did not want to choose just one contestant so he made a donation to the FABC as part of the ABC's Got Talent fundraiser in honor of all of the contestants.

ABC Supports Member Blood Centers Opposing Bill in Oregon Legislature

America's Blood Centers CEO Christine Zambricki, DNAP, CRNA, FAAN sent a [letter](#) to Rep. Mitch Greenlick joining two member blood centers in opposition of a bill proposed in the Oregon State Legislature that would require a physician, physician assistant, or licensed nurse to be present in specified numbers at blood drives. ABC joined Bloodworks Northwest (formerly Puget Sound Blood Center) and Lane Blood Center, a division of Bloodworks Northwest (Bloodworks NW), in opposition of [HB 2541](#), which would also require that assessments of blood donor suitability be performed only when a physician, physician assistant, or licensed nurse is present.

If passed, the proposed legislation "will increase healthcare costs and reduce access without evidence of improvement in the quality or safety of blood center services," wrote Dr. Zambricki in her letter. She emphasized that blood centers are highly regulated by AABB and the Food and Drug Administration, neither of which have such a requirement for blood drives, echoing points made by Doug Engel, representing Lane Blood Center, during his [testimony](#) in a hearing on Feb. 11. These proposed requirements would increase healthcare spending and potentially impact the blood supply by decreasing the number of locations where blood drives can be held.

"Without evidence that safety or quality will be improved, this legislation does not meet the requirements for value-based decision-making and the bill should not move forward," concluded Dr. Zambricki.

Representatives from Bloodworks NW and Lane Blood Center met with Oregon state legislators on Thursday to further discuss this issue and express the negative impact of the bill upon healthcare spending and blood availability.

ABC Requests Speakers for Fund Development, Communications & Donor Management Workshop

America's Blood Centers is seeking speakers and presentations for the ABC Fund Development, Communications, and Donor Management Workshop to be held in Chattanooga, Tenn. June 16 to 19. Presentations proposals must be submitted by Tuesday, March 10 via [online submission form](#).

All individuals – ABC members and otherwise – with expertise in these areas are encouraged to submit proposed speaker topics. Speakers outside the blood community – such as consultants, motivational speakers, or sponsors – who work with blood centers on these topics may submit presentations as well, in

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cooperation with an ABC member. Vendors may participate in the workshop with presentations that pertain to the topics outlined [here](#) in partnership with an ABC member. Vendors shall not use the time provided to promote any product or service. For sponsorship opportunities, contact Abbey Nunes at anunes@americasblood.org. Additional questions regarding the workshop or speaking opportunities may be directed to Mack Benton at mbenton@americasblood.org. 💧

SPOTLIGHT ON CHATTANOOGA

Home of ABC Member Blood Assurance and Host City of the 2015 Fund Development, Communications & Donor Management Workshop

Art Scene and Cuisine Edition. You may be asking yourself, "Why visit Chattanooga?" Whether you are looking for a culinary adventure or scenic getaway filled with art and culture – Chattanooga has it all. The city offers an incredible combination of breathtaking beauty, revitalized riverfront – a 13-mile paved Riverwalk scattered with attractions, parks, restaurants, and riverboats – outdoor adventures, rich history, a thriving art scene, and shopping.

Voted the #2 "top arts destination for mid-sized cities" by American Style magazine, Chattanooga is truly living up to its moniker as the "Scenic City." The city's oldest and most revered art museum, the Hunter Museum of American Art, is a sight in itself with an antebellum home on one side and steel sculptural building on the other, both perched high above the Tennessee River. Inside the museum, you'll find work by art legends like Mary Cassatt, Winslow Homer, and Fitzhugh Lane. A stroll through the River Gallery Sculpture Garden – the city's first outdoor museum – offers perfectly manicured grounds and bird's eye views of the river. For more outdoor art, visitors can take the public art tour of downtown Chattanooga or visit the Main Terrain Art Park, an urban art fitness park



The bluff view from the North shore at the Hunter Museum of American Art
Photo credit: Chattanooga Convention & Visitors Bureau

Whether you have a palate for new and interesting flavors or culinary classics – Chattanooga is a bustling foodie destination. Over the past couple of years, the number of Chattanooga restaurants has exploded, offering everything from BBQ to Mexican Street food to an old-fashioned hamburger to fried chicken, and much more. Chattanooga's four-star restaurant St. John's and its sister restaurant The Meeting Place are local favorites where you can enjoy top-shelf meals prepared by the city's only James Beard nominated chef, Daniel Lindley.



The scenic outdoor seating area at the Flying Squirrel Bar.
Photo credit: Chattanooga Convention & Visitors Bureau

Have a sweet tooth? Head to Clumpies Ice Cream, a Chattanooga institution, featuring unique made-from-scratch flavors like animal cracker, chocolate Butterfinger, and bubble gum. Find more Chattanooga restaurants [here](#).

From foodies to art lovers – Chattanooga has something for everyone, and we hope that you'll join us in exploring this wonderful city for the ABC Fund Development, Communications and Donor Management Workshop held at the DoubleTree Hotel from June 16 to 19. Lookout for news about registration, which opens April 1. Contact Lori Beaston at lbeaston@americasblood.org with questions about registration or Mack Benton at mbenton@americasblood.org for questions about the workshop program.

Learn more about Chattanooga with this three-minute video.





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JOIN US FOR AMERICA'S BLOOD CENTERS' 53RD 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.

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

RESEARCH IN BRIEF

A recently published study in the *American Journal of Clinical Pathology* shows that low-cost interventions can substantially reduce the number of blood products wasted in healthcare facilities. Despite numerous efforts to reduce blood waste and improve blood inventory management, blood component wastage rates run between 1 and 5 percent in the US. Ryan A. Collins, MD, and colleagues at the University of Pittsburgh and ABC member the Institute for Transfusion Medicine, examined the extent and causes of blood product wastage in a multihospital regional healthcare system, and targeted interventions to address the causes of wastage. For this initiative, a subcommittee of the patient blood management (PBM) committee was established that included the chief nursing officers of the hospitals, a program coordinator, and representatives from transfusion medicine and anesthesia. The study used several low-intensity, low-cost interventions to reduce in-date waste across an eight-hospital system over 16 months. The hospitals varied in size and were linked by a central transfusion medicine service. The four areas of focus were: units that expired after issue from the blood bank prior to transfusion not due to storage temperature compliance; units that were wasted due to improper transport, iced incorrectly, or otherwise not stored in compliance with temperature requirements; non-stored units returned more than 30 minutes from issue; and “other” causes of waste, including breakage, contamination, and pneumatic tube system failure. They evaluated red blood cells (RBCs), platelets, and plasma. Interventions to reduce product waste included general education and awareness campaigns for clinicians focusing on the need for better stewardship and respect for donors, as well as presentations at department meetings, screensavers, and posters. To address issues of appropriate storage, a separate bag for platelets and cryoprecipitate was developed with a tag and reminder system for each component type. They also implemented audit and feedback conducted by the chief nursing officers through reports forwarded to individual nursing units, allowing investigation and timely feedback and education. These interventions resulted in a small but statistically significant reduction in waste as a percent of issued products for RBCs (a 16 percent relative and 0.11 percent absolute reduction, $P = .001$) and platelets (24 percent relative and 0.9 percent absolute reduction, $P < .001$). The initial cost of the interventions was \$310 in total, while the net cost savings of the reduced waste was estimated at \$131,520. “By focusing on the areas where wastage was occurring frequently and understanding the root cause, these interventions could be designed to address the specific challenges faced in different parts of the hospital while also raising awareness of the wastage issue throughout the hospital in general,” wrote the authors. Within groups, the main source of reduction was less wastage due to improper storage. The authors note that their study has several limitations, significantly the lack of data on units of blood issued by in-hospital location, which prohibited direct comparisons within and between the hospitals. The authors conclude that their data show that relatively low-cost interventions can have a significant impact upon blood wastage and support the value of an interdisciplinary PBM committee working closely with clinicians and blood providers.

Citations: Collins RA, *et al.* Effectiveness of multiple initiatives to reduce blood component wastage. *Am J Clin Pathol.* 2015 Mar; 143(3):329-35.

Hannon T, *et al.* Waste not, want not. *Am J Clin Pathol.* 2015 Mar; 143(3):318-9. 

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 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.

BRIEFLY NOTED

Mediware Information Systems Inc. and the Save the Cord Foundation hosted a webinar on Feb. 19, featuring Michael Boo, JD, chief strategy officer of the National Marrow Donor Program (NMDP), as part of its cell therapy speaker series, “Share the Science.” Mr. Boo spoke about building a more effective national inventory of publicly available cord blood units. Despite significant growth in peripheral blood stem cell and cord blood transplants over the last decade, the number of cord blood transplantations seems to have plateaued between 2012 and 2014, explained Mr. Boo in his presentation. Furthermore, a financial analysis shows that there is significant financial loss currently in the cord banking industry. During the webinar, he proposed several scenarios for the cord blood banking industry that may help turn the current situation around and get the industry to breakeven. He also provided an extensive overview of how current cord blood inventory is being utilized for unrelated transplants, how an effective inventory can be developed to address the needs for umbilical cord blood banking in transplantation while still maintaining the economic health of cord blood banks, and trends that may impact cord blood banking in the future. The webinar can be viewed for free online here. (Source: Mediware@/Save the Cord Foundation webinar, 2/19/15) ♦

INFECTIOUS DISEASE UPDATES

EBOLA VIRUS

A study using mathematical modeling suggests that convalescent whole blood (CWB) and plasma (CP) transfusion therapy for patients fighting Ebola has the potential to save hundreds or even thousands of lives in West Africa. The ongoing Ebola virus disease epidemic in West Africa is the largest ever recorded, and has overwhelmed the healthcare systems in Sierra Leone, Liberia, and Guinea. One of the only therapies immediately available and prioritized by the World Health Organization (WHO) is blood transfusions from Ebola survivors. Convalescent (recovered) patients have Ebola virus-specific antibodies in their serum that can potentially facilitate recovery in acutely ill patients. Alexander Gutfraind, PhD, of the University of Illinois, Chicago, and Lauren Ancel Meyers, PhD, of the University of Texas at Austin, extended a mathematical modeling framework developed by the Centers for Disease Control and Prevention to assess the scalability of transfusions and their impact on Ebola incidence and mortality. Both the supply (convalescent survivors) and demand (hospitalized patients) are limited by hospitalization rates, which are perilously low in some regions. Under a 10 percent case hospitalization rate estimated for Liberia in September 2014, large-scale CP therapy is expected to save 3,586 lives by October 2015 – representing a 3.1 percent reduction in mortality. Under a higher 30 percent hospitalization rate, CP transfusions are expected to save 151 lives. Under all scenarios considered, CP transfusions are predicted to achieve greater reductions in mortality than CWB. While convalescent transfusion therapy has the potential to save lives, the authors note that there are numerous challenges to implementing a large-scale transfusion campaign in West Africa, including severe resource limitations, including lack of supplies, equipment, space, and personnel for collecting and testing blood. Furthermore, the system will be fundamentally constrained by the ratio of convalescent donors to hospitalized patients requiring therapy. “Despite these obstacles, ramping up convalescent whole blood and particularly convalescent plasma therapy can tangibly reduce mortality in the ongoing West African Ebola epidemic,” conclude the authors. An accompanying editorial notes an important limitation of the study, the assumption that convalescent transfusion reduces the case-fatality rate from 67 to 12.5 percent. This is based on results of

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INFECTIOUS DISEASE UPDATES (continued from page 13)

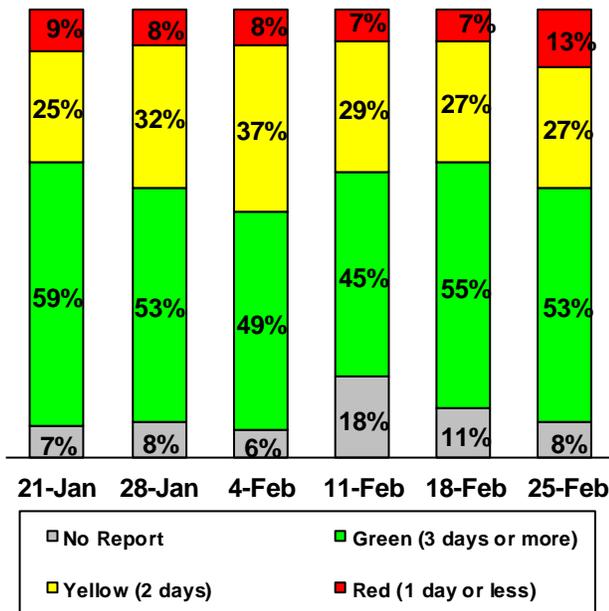
observational studies with small numbers of patients that were not replicated in an animal model and may have been confounded by patient selection biases.

Citation: Gutfraind A, Meyers LA. Evaluating large-scale blood transfusion therapy for the current Ebola epidemic in Liberia. *J Infect Dis.* 2015 Jan 29.

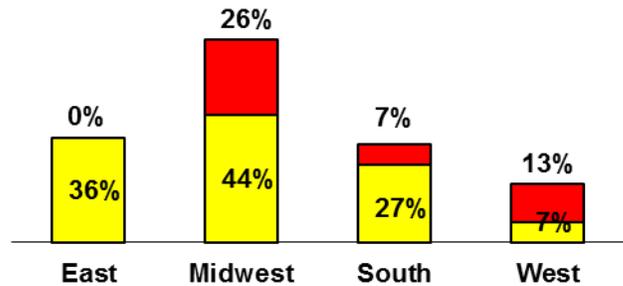
Colebunders RL, Cannon RO. Large-scale Convalescent Blood and Plasma Transfusion Therapy for Ebola Virus Disease. *J Infect Dis.* 2015 Jan 29. ♦

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

Total ABC Red Cell Inventory



Percent of Regional Inventory at 2 Days Supply or Less, February 25, 2015



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

We Welcome Meeting Notices

Do you have a symposium, conference, workshop, or annual meeting that you would like to publicize in the *ABC Newsletter*? If so, please send a meeting notice or press release to the editor, Betty Klinck at newsletter@americasblood.org. Notices should contain the following information: the exact date(s) of the meeting; the formal title of the meeting; the sponsoring organization or agency; the location of the meeting; a short (fewer than 35 words) description of the curriculum, agenda, or topics to be covered; a contact person or a website address with more information. Notices will be published at the discretion of the editor in the Meetings section of the Newsletter.



REGISTRATION NOW OPEN

America's Blood Centers' Technical, Collections & Quality Workshops

Orlando, FL – May 5-7, 2015

Hosted by **oneblood**

Share your power.

Negotiated hotel room rate at the Embassy Suites

Orlando - Downtown: \$174 + tax

http://bit.ly/tcq15_hotel

2015 Workshop Fees (early bird/regular)

2-day registration: \$390/\$445

3-day registration: \$460/\$515

Scholarship opportunities available to ABC members to cover the cost of registration fees and help with travel expenses. There are eight (8) \$1,000 scholarships available to ABC members to cover the cost of registration fees and help with travel expenses. Application link and additional details included in registration.

‘OneBlood is excited to host the upcoming ABC Technical, Collections & Quality Workshops in Orlando. Our industry is rapidly evolving to meet the future needs and expectations of our healthcare partners. This meeting will equip you with the latest information on hot topics and allow you opportunities for networking with colleagues from across the country. Don't miss out on the chance to enhance your knowledge and to share your thoughts and expertise with others.’

– Don Doddridge
CEO, OneBlood Inc.

Sponsorship opportunities available. Contact Abbey Nunes at anunes@americasblood.org for details.



Orlando International Airport (MCO) is served by most major US airlines and offers non-stop service to 79 destinations; check www.orlandoairports.net for more information.

MEMBER NEWS

A Nigerian doctor who survived the Ebola virus visited BioBridge Global in San Antonio, Texas, on Tuesday to donate a blood sample and possibly participate in research aimed at treating Ebola patients. A team from South Texas Blood & Tissue Center (STBTC), a subsidiary of BioBridge Global, drew the blood of Akinniyi Emmanuel Fadipe, MD, of Nigeria, and a sister affiliate QualTex Laboratories will screen the samples to see if he qualifies for a research project underway at Austin-based biotechnology firm XBiotech. If Dr. Fadipe is eligible for the project, he then will donate a unit of blood in Austin at XBiotech. An STBTC team will travel to Austin to draw his blood, and XBiotech researchers will use it to continue efforts in finding a therapeutic for the Ebola virus. The researchers are searching for a treatment using antibodies in the blood of Ebola survivors. Dr. Fadipe was part of the team



South Texas Blood & Tissue Center technician Melodie Montgomery draws the blood of Dr. Akinniyi Emmanuel Fadipe.

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MEMBER NEWS (continued from page 15)

that treated the first case of Ebola in Nigeria. He and three colleagues from First Consultants Medical Centre in Lagos contracted the virus and survived; four of their coworkers died. “We are beyond honored to be a part of this research with Dr. Fadipe and XBiotech,” said Rachel Beddard, MD, medical director for BioBridge Global. “This physician was in the trenches, treating Ebola patients at ground zero in Nigeria. His knowledge and experience make his visit to San Antonio to participate in this study all the more important.” The research involves taking whole blood from Ebola survivors to identify the antibody for the virus and eventually reproduce it. This method could result in the ability to manufacture a therapeutic on a large scale to help treat those affected by the disease. Dr. Fadipe and his team in Lagos established protocols that were called instrumental in sparing Nigeria from a large-scale Ebola outbreak. In September of last year, the World Health Organization said the nation, which is the most populous in Africa, was free of Ebola. “I wish to participate in any way I can in finding a cure for this horrible disease that has ravished my continent. If traveling to Texas and giving some drops of blood will help, it is a small price to pay,” Dr. Fadipe said. This is the second time in recent history that BioBridge Global has participated in a project supporting Ebola research. In January, an STBTC team traveled to longtime partner XBiotech to draw the blood of Dallas nurse and Ebola survivor Amber Vinson. Her blood also came back to San Antonio to be tested by QualTex Laboratories. (Source: BioBridge Global press release, 2/23/15)

Earlier this week, Inland Northwest Blood Center (INBC), Spokane, Wash., celebrated its 70th anniversary as the sole provider of blood products to more than 35 area hospitals and medical centers.

Today, INBC not only carries out day-to-day blood collection through its fixed sites and mobile locations, but also provides transfusion support and testing for hospitals, an onsite human leukocyte antigen (HLA) lab, and a team of therapeutic nurses who work with physicians to perform a variety of therapies. In a recent statement, INBC extended a sincere thank-you to the donors, volunteers, financial supporters, and staff members who make INBC’s life-saving mission possible. The staff celebrated with a Ben & Jerry’s ice cream party on Feb. 20 (pictured right). (Source: INBC statement, 2/20/15)

**Blood Bank of Delmarva collected 163 units of blood from students and staff at the William Penn High School in New Castle, Del. at one of the largest one-day high school blood drives in the Delmarva region for the ninth year in a row.**

“We are grateful to all of the high schools and colleges that participate in our school blood drive program. William Penn High School has always set the standard in recruiting student donors and reminding them why it is important to give blood,” said Kelly Sakiewicz, School Program coordinator at Blood Bank of Delmarva. “We hope that all of the students who participate have a great, first-time experience and will continue to give blood on a regular basis. We are hoping to build a foundation that grows into dedicated life savers for years to come.” The center’s School Blood Drive Program provides 11 percent of the blood supply in the Delmarva region. The program began in 1984 with just 140 donations at two schools. During the previous school year (September 2013 to May 2014), 75 high schools and 11 colleges throughout Delmarva hosted 139 drives resulting in 8,227 whole blood and Alyx double red cell donations. (Source: press release, 2/23/15) ♦



Phlebotomist Ebony Vicks collects blood from a William Penn High School student at the school's large annual blood drive.

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: lnorwood@americasblood.org.

POSITIONS AVAILABLE

IRL Manager. Bloodworks Northwest is currently seeking a Manager for our Immunohematology Reference Laboratory (IRL) located in Seattle, Washington. Our IRL has supported the Transfusion Service and served the Pacific Northwest as a regional reference laboratory for over 30 years. The IRL Manager is responsible for providing leadership and oversight to the IRL with emphasis on customer interactions, development, training and managing resources. The Manager, working with the Medical Director and Supervisor, assures that departmental processes, procedures, and quality control activities are compliant with accreditation and regulatory standards. Requirements: BS CLS/MT (or equivalent), SBB (ASCP), and five years' experience at the supervisor level in the areas of immunohematology reference testing, clinical immunology and/or genomic testing. More information at www.bloodworksnw.org. Qualified applicants send resumes to humanresources@bloodworksnw.org Attn: #7424ABC. Puget Sound Blood Center is now Bloodworks Northwest! Bloodworks Northwest 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.

Director of Program/Fund Development. We are committed to providing excellent benefits, a great working environment and just being an all-around great place to work. We're looking for an individual who can oversee all fund raising efforts, including grant writing, to support operational expenses and special projects. To help meet our mission the successful candidate: Coordinates all fundraising activities of the corporation. Acknowledges all financial contributions to (Mississippi Blood Services) MBS. Contacts potential donors and solicits support. These donors may be in-state or out-of-state. Maintains record of financial contributors, sends invoices to those making pledges. Gives appropriate recognition for all donations. Identifies funding opportunities locally and nationally, and writes grants to support special projects or operational expenses. Works with management to identify needs; then identifies donor/donors to provide the resources to meet those needs. Ability to meet annual revenue goals. Stable work history. Qualifications: Bachelor's degree from four-year college or university; and two to four years related experience and/or training; or equivalent combi-

nation of education and experience. Experience in a health-related business and/or non-profit organization preferred. To apply, please visit www.msblood.com under the careers tab. Mississippi Blood Services is an equal opportunity employer and makes employment decisions without regard to race, gender, disability or protected veteran status. EOE/M/F/Disabled/Vet. Drug Free Workplace. Pre-employment drug testing required.

Sr. Director, Quality (LifeShare). Blood Systems, Inc. (BSI) is searching for a Sr. Director, Quality located at LifeShare Community Blood Services in Elyria, Ohio. This position is responsible for providing oversight and for the overall deployment of the quality system. Position Requirements: Bachelor's degree, knowledge of local, state, national, and international regulations as they relate to the blood or related industry, quality, and manufacturing activities. Six years of related experience in a regulated industry required. To include three years supervisory experience and four 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 and experience in the healthcare, blood banking, or pharmaceutical industry preferred. For more information and immediate consideration, apply by **03/13/2015** at: <http://bit.ly/17XMqVA>. Pre-employment background check and drug screen is required. Visit our website at: www.bloodsystems.org. Blood Systems provides equal employment opportunities to minorities, females, veterans, and disabled individuals, as well as other protected groups. Our organization participates in E-Verify, for more information [click here](#). *Find the Hero in You. Donate blood three times a year!*

Executive Director. The Arkansas Blood Institute (ABI) seeks a "community spirited" professional to **LEAD its new Little Rock team** in fulfilling the mission 1) to recruit blood donors, drive sponsors, and volunteers and 2) to store and deliver blood units for local hospitals. This position requires an outgoing and energetic personality to foster relationships, but also demands detailed attention to planning, communication, regulations, finances and personnel. Connectivity with regional leaders and access to key social networks is a

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POSITIONS (continued on page 17)

positive. The successful candidate will present and maintain a credible, positive image of ABI in the community. He/she will act as a liaison between the Institute and the community, organizations and residents. Applicants should be goal-driven, self-starters who have strong interpersonal, organizational and analytic skills. They should be able to motivate and inspire diverse constituencies including donors, sponsors, staff, and volunteers. They must also possess integrity and strength of character. A bachelor's degree with at least five years of senior level operations and/or large project management experience is required. Community relations, marketing, sales, fundraising or blood banking experience is a plus. ABI provides a competitive salary and benefits package including Health, Dental, Vision, Life, LTD, Flex Plan, and 401k Plan. Apply at <http://arkbi.org/careers/>. EOE M/F/D/V Drug Free Work Environment

Client Service Coordinator. Mississippi Valley Regional Blood Center (MVRBC) is conducting a search for a Client Service Coordinator (CSC) to support our Business Development team by maintaining successful relationships between MVRBC and client accounts. The CSC will provide technical education and support on blood, industry updates, and regulatory compliance to our hospital clients. The CSC may also support distribution of products by supporting sales and conducting inventory management. This position requires a high understanding of laboratory science, specifically blood banking. The ideal candidate will possess experience in customer service/product marketing and/or inventory management. Statistical and data analysis experience is preferred. Candidates should have a bachelor's degree in Medical Laboratory Science, Biology or related science field. Business degree with demonstrated science background, or equivalent combination of experience and education will be considered. Opportunities are available in the Davenport, IA; Springfield, IL, and St. Louis offices. To apply, complete our online application at <http://www.bloodcenter.org/join-our-team/>, attaching a resume. EOE: MWVD

Clinical Education Consultant. Fenwal, Inc., a Fresenius Kabi company, is a global blood technology company dedicated to supporting transfusion medicine and cell therapies. We help ensure the availability, safety, and effectiveness of treatments that depend on blood – medicine's most vital natural resource. We have opportunities for **Clinical Ed Consultants based out of Northern California and Atlanta, GA** to work collaboratively with the sales team, providing clinical support for Fenwal's product's, supporting the region and accomplishing sales objectives. Requirements include: RN Degree; three to five years clinical experience; transfusion experience a plus; experience in training medical staff and the ability to drive sales; strong presentation and facilitation skills to effectively deliver training; ability to travel 75% in the Region by Air and Personal

Car (full reimbursement for business expenses). For more information about these positions and to apply, please visit our website: <http://www.fresenius-kabi.us/career.html> and search keyword: RFS00033 (California) or RFS00047 (Atlanta, GA). Fresenius Kabi is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disabilities, or protected veteran status.

Laboratory Services Director (GL036). QualTex Laboratories a subsidiary of BioBridge Global is seeking a Laboratory Services Director. Will be responsible to direct, manage, supervise, and coordinate all technical activities for Infectious Disease and Donor Acceptability Testing (includes Pre-analytical, Serological, Nucleic Acid, Ancillary testing) in addition to the Immunohematology Reference Laboratory (IRL) for QualTex Laboratories in Norcross, Georgia. Bachelor's degree in Science, Medical Technology, Microbiology or related discipline required. Master's and/or Doctorate degree in related field preferred. Six years blood banking or transfusion service experience required. Extensive management experience in blood banking required. Three years with good driving record required. Certifications: MT (ASCP) required, SBB preferred. Georgia Operators Driver's License and US Passport required. E-mail résumé to hr_dept2@biobridgeglobal.org. Call Human Resources (210) 757-9557. Visit our website at www.qualtexlabs.org. *BioBridge Global and its subsidiaries are proud to be an equal opportunity employer & is committed to providing employment opportunities to minorities, females, veterans, & disabled individuals. In addition we maintain a Tobacco & Drug-Free Workplace.*

Donor Center Supervisor (Blood Bank of Hawaii). If you have the proven leadership ability and supervisory skills, possess exceptional customer service, and the ability to work alongside with the team, please read on. Our Donor Center Supervisor will be responsible for the overall supervision of the donor collection team and collection facilities, ensuring the collection operations are in compliance with internal SOPs and external regulations, collaborating through interaction and communication with other departments to ensure policies and procedures are in place to optimize the quality and integrity of the blood supply and donor safety. A current, valid driver's license is required for this position. If you have supervisory experience in a healthcare-related field, able to lead by example, a team player, and available to work flexible hours including evenings, weekends and holidays, please apply online at www.BBH.org.

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POSITIONS (continued from page 18)

Compliance Specialist (Blood Bank of Hawaii). Come join our collections department and help support the needs of patients in all of Hawaii. The Compliance Specialist (CS) participates in and supports change throughout the organization and department. Special focus in deviation management, root cause analysis, corrective action and follow up, collections audits, and project improvement processes are necessary. The Compliance Specialist works closely with the collections department leadership to ensure quality standards are followed per SOP. The CS will be responsible for serving on collections-related project teams to ensure internal and external standards are followed. SOP writing, reviewing, and updating is an essential function of this role. The CS will also work closely with the training team to guarantee a successful rollout of new processes. A close collaboration with record reviewers, quality assurance, information technology, and lab is necessary. The desirable candidate will preferably have quality and/or regulatory experience in a blood center or healthcare related industry. We offer a competitive salary and excellent benefits. Please apply via our website at www.BBH.org.

Donor Center Manager. Kentucky Blood Center, located in Lexington, Ky. seeks enthusiastic healthcare professional to hire, train, motivate, encourage, develop, evaluate, and supervise blood collection staff to ensure our valued volunteer blood donors receive the best care possible; ensure quality control and compliance with industry regulations; utilize resources to maximize cost effectiveness; and assure beneficial business relationships in the community. Medical background (RN) and five years management experience required. Applicants must have working knowledge of Word and Excel; demonstrated skills in staff management/development, budget preparation/monitoring, and organizational skills; ability to think independently and solve problems; and possess excellent communication skills. This challenging opportunity requires a team-player attitude, high energy level, and a dedication to excellence. Competitive salary, comprehensive benefits including health/dental/life, LTD, paid sick/vacations/holidays, EAP, 403(b) retirement savings plan, and pension plan. For more information or to apply online, please visit www.kybloodcenter.org. Drug-free and EOE/AAP.

IRL Manager and Part-Time Technologist II. Join the American Red Cross, where your heart and mind go to work! The American Red Cross is seeking an IRL Manager and Part-Time Technologist II (20 hrs/wk) located in Oakland, Calif. The Manager is responsible for control of all daily laboratory operations, including staff, budget, environment and work processes. The Technologist will perform basic and guided advanced donor and patient tests and interpret results to determine donor-recipient compatibility. They will also resolve compatibility problems, provide intermediate reference and consultation services to hospitals and transfusion

services and perform automated and manual test procedures on blood samples. Both positions must be California Licensed Clinical Laboratory Scientist (CLS). For a complete description please visit: www.americanredcross.apply2jobs.com and search for Area of Interest: IRL Reference Laboratory or by location. *As an Affirmative Action/Equal Opportunity Employer, well-qualified women, minorities, veterans and persons with disabilities are encouraged to apply.*

ITS Quality Manager-ITS001. Responsible for managing quality control in all aspects to include but not limited to the organization and management of SOPs, Quality Improvement Reports (QIRs), Process Change Requests (PCRs), validations, external and internal audit reports, organizational forms, and records for the Information Technology Services (ITS) department. Will perform within the guidelines and requirements of the regulatory agencies governing computer operations. This position reports directly to the Chief Information Officer. Bachelor's degree in computer information technology services preferred. Three years of quality management experience required. Experience performing quality management with IT departments preferred. Must be proficient in MS Office. Must be at least 21 years old with a good driving record. Three years of driving experience required. FT: Monday-Friday 8:00 a.m.-5:00 p.m. May work additional hours as required. E-mail résumé to hr_dept2@biobridgeglobal.org. Call Human Resources (210) 757-9557. BioBridge Global and its subsidiaries are proud to be an EEO/AA-M/F/D/V/Genetic Data employer that maintains a Tobacco & Drug-Free Workplace. All qualified applicants will receive consideration for employment without regard to race, color, ethnicity, religion, sex, national origin, disability, veteran status, genetic data or other legally protected status.

Medical Technologist – Immunohematology Reference Lab. Are you looking for a full-time opportunity to take on challenging blood bank antibody workups? Would you like to learn more advanced techniques? Heartland Blood Centers in Aurora, Ill. is looking for a medical technologist to join the team in our reference lab on the evening shift. You will play a critical role in providing suitable blood products to patients with complex needs. In addition to performing all advanced testing procedures, you will be part of the nationwide network for sharing rare units. If interested, we have successfully mentored techs for their SBB exam. We provide opportunities to our staff to attend workshops, teleconferences, including tuition reimbursement. Our recent range adjustment allows us to offer a competitive salary in addition to an applicable shift differential. This position performs all advanced testing procedures on Immunohematology work as well as preparing special

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POSITIONS (continued from page 19)

products. Requirements: Medical Technologist MT (ASCP) with one to two years of blood bank experience preferred. BB (ASCP) certified, SBB or SBB eligible desirable. Requires attention to detail, excellent customer service skills, effective written and verbal communication skills and a positive, team-oriented attitude. Send resume to: jobs@heartlandbc.org. Affirmative Action/Equal Opportunity Employer

Applications Administrator. Blood Bank of Hawaii, a medium-size blood center (50,000 RBC distribution annually), is looking for an Applications Administrator to join our IT team. Reporting to the IT Director, this

person will act as the primary point of contact for blood banking specific applications being responsible for identifying, troubleshooting, and resolving any issues along with ensuring that the applications are maintained, secured, and validated. This person will be an expert in analyzing, documenting, and communicating business needs to IT. This person will supervise data entry staff. The ideal candidate will have direct experience in a similar position with strong communication skills and broad knowledge of IT systems, quality, and documentation. Supervisory experience preferred. We offer a competitive salary and excellent benefits. Please apply via our website: www.BBH.org. EOE ♡

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) 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

March 5. **Bloodworks Northwest Web Symposium on "Pathogen Inactivation."** Registration is free for Bloodworks NW customers and \$25 for all others. Register [here](#). Contact: news@bloodworksNW.org

March 13. **Center for Patient Safety 9th Annual Conference, St. Louis, Mo.** More information and registration details can be found at www.centerforpatientsafety.org/2015conference.

March 20. **International Blood Safety Forum, Washington, D.C.** For more information, e-mail 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.

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.

April 22-24. **ADRP Annual Conference, Denver, Colo.** More information available at www.adrp.org/conference.

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

May 20-21. **22nd 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.

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.

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.

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.

Sept. 28-29. **2nd Global Symposium on "The Future for Blood and Plasma Donations," Dallas, Texas.** Contact: e-mail: info@pifa.nl. More information available [here](#).

Dec. 1-2. **IPFA Workshop on Improving Access to Plasma and Plasma Products in the Southern Africa Region, Stellenbosch (Cape Town), South Africa.** Contact: e-mail: info@pifa.nl. More information available [here](#). ♡