

2015 #19

May 22, 2015

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**ABC Hosts First Workshop for Collections Professionals**

America's Blood Centers attracted more than 100 blood center professionals for the ABC Technical, Collections, and Quality (TCQ) Workshops hosted with OneBlood in Orlando, Fla. from May 4 to 7. This was the first time that this biennial educational event, offered as part of the developing ABC Professional Institute (API), included a workshop specifically geared toward collections and donor services employees.

Attendees heard presentations from experts on current issues, best practices, and programs – spanning a broad range of topics from customer care for collections teams to disaster planning to expanding opportunities in plasma products for blood centers. The workshop also featured several robust roundtable discussions and networking opportunities, where attendees shared experiences and common challenges in areas like transfusion related acute lung injury (TRALI) mitigation regulations and employee retention.



OneBlood employees stop for a photo outside the simulation testing area, meant to emulate the "Big Red Bus" bloodmobile, during a tour of the Orlando facility with workshop attendees.

The event kicked off with an evening welcome reception on Monday, May 4 and educational sessions began Tuesday, May 5 with the Collections and Technical/Lab Workshops held simultaneously. Susan Dewes, RN, director of Donor Services at Sheppard Community Blood Center, welcomed attendees to the first meeting of the ABC Collections group. The day's discussions focused heavily on personnel topics and challenges, including hiring the right fit for the team. JD Pettyjohn, MBA, of LifeSouth Community Blood Center shared best practices for employee recruitment and screening techniques. Lively roundtable discussions allowed attendees to share their ideas with colleagues on this subject, as well as employee retention and staff scheduling.

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## OUR SPACE

**ABC President Susan Rossmann, MD, PhD**

Co-authors: ABC CMO Louis Katz, MD; Roger Y. Dodd, PhD; Celso Bianco, MD

### **Why FDA Should Refer Babesia Policy Discussion to the ACBTSA**

The Food and Drug Administration's Blood Products Advisory Committee (BPAC), rejecting recommendations from the blood community, endorsed *nationwide* serological testing for *Babesia microti*, combined with nucleic acid testing (NAT) of donations collected in high-risk states (see [ABC](#), [AABB](#) statements). This means testing millions of donors with virtually no infection risk, consuming limited resources that might be better used elsewhere in pursuit of patient safety. The model presented to BPAC by the agency on the impact of testing is based on unvalidated diagnoses of babesiosis derived from Centers for Medicare & Medicaid Services (CMS) claims data in a population (elderly Medicare beneficiaries) that does not reflect donors (see BPAC [issue summary](#)). This is in contrast to direct evidence from prospective *Babesia* screening by the American Red Cross, suggesting that much more limited testing is just as protective as extended screening and more cost effective.

Does BPAC miss the context in which their recommendation is made? Pursuit of zero risk goes beyond FDA approval of safe, effective screening assays, and enters the arenas of diverse priorities competing for limited patient safety resources and societal risk tolerance. However, the agency is prohibited from addressing cost and cost-effectiveness, and should not annex decision-making where these critical issues will not be accorded due consideration. Do BPAC and FDA properly reflect the breadth of stakeholders who should dictate patient safety policy? Absent robust, formal representation from patients, physicians outside transfusion medicine, healthcare epidemiologists and risk managers, hospital administrators, third party payers, and bioethicists – we think not.

The fiscal asymmetry of BPAC's recommendation is problematic for our centers in endemic areas. Our CEOs in those areas are gravely concerned because hospitals/hospital systems faced with an upcharge of  $\approx$  \$20 for *Babesia* NAT-negative components could look to suppliers in non-endemic states, destabilizing blood systems where there is babesiosis risk. The committee has not addressed this concern or its mitigation.

We need a new model, facing, as we do, complex decisions about a wide spectrum of safety concerns like financing the implementation of pathogen reduction. Blood safety should not be considered from the FDA-blood community silo alone, our historic vantage point. Transfusion-transmitted babesiosis warrants mitigation. This requires testing, and the assays under consideration by the agency have appropriate performance characteristics. Those are the two issues that BPAC should have addressed. For the broader decision-making task, viewed from the societal perspective, ABC asks that BPAC and the agency refer the policy discussion to the HHS Advisory Committee on Blood and Tissue Safety and Availability, a group charged with evaluating these larger issues. The Alliance of Blood Operator's [Risk Based Decision Making Framework](#) is an appropriate template for the new model.

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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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ABC TCQ Workshop (continued from page 1)

The Collections Workshop concluded with discussions surrounding customer care for collections teams, led by Eva Quinley, MS, MT(ASCP)SBB, CQA(ASQ), chief operating officer of MEDIC Regional Blood Center, followed by customer care case studies and dynamic roundtable discussions where attendees shared their experiences with customer relations, such as how frontline staff approach donors.

Ms. Dewes expressed her enthusiasm for the first collections-focused workshop. “Finally, a workshop dedicated to collections! What a great opportunity to network and share ideas,” she said. “The speakers were awesome, with so many good ideas for training, hiring practices, and customer care – I didn’t want it to end! I can’t wait ‘til the next workshop!”

The Technical/Lab Directors Workshop opened with a presentation from Terumo BCT President and CEO David Perez about market challenges and winning strategies. “It was an insightful talk about our industry and the market dynamics affecting us all, as well as other industries in the US and other countries,” said Donna Strauss, chair of ABC’s Technical/Lab Workshop Planning Committee, executive director of Core Operations at New York Blood Center. Other topics included new blood collection and testing products, as well as laboratory challenges and labeling of rare blood units with historical antigens and DNA testing results.



(Left) Roxanne Tata, chair of ABC’s Quality Workshop Planning Committee, and (right) Donna Strauss, chair of the ABC Technical Directors Workshop Planning Committee.

A session titled, “Where have all the Med Techs Gone?” explored challenges in staffing technical positions in laboratories, particularly in states with specific licensure requirements and in geographically isolated locations. One serious concern that emerged is the looming vacuum of experienced lab supervisors and directors, as many of these staff members are reaching retirement age.

Following the day’s workshops, attendees headed to OneBlood’s Orlando center for a networking event. OneBlood was thrilled to host blood center representatives from across the country for a tour of its facilities, which included the warehouse and staging areas, one of the “Big Red Bus” bloodmobiles, laboratories, component processing areas, hospital services, and training simulation labs. Guests were also treated to a reception in OneBlood’s boardroom, where they were able to mix and mingle.

On Wednesday, May 6, attendees enjoyed a day of joint collections, technical/lab, and quality sessions. ABC CEO Christine Zambricki, DNAP, CRNA, FAAN opened the discussions with a review of the four elements of ABC’s [advocacy agenda](#): plasma regulation flexibility; timeliness and the FDA; quality control requirements for blood centers; and the value of blood. Attendees heard about plasma strategies from three blood centers of differing sizes, including the operational and economic opportunities for US blood centers in source plasma collection, the business case for including liquid plasma in the inventory of a small blood center, and the FDA licensure process for source plasma.



Pictured above is Christine Dunwoodie, RN, CMQ/OE(ASQ), of ABC’s Collections Workshop Planning Committee.

Other discussions included future opportunities in new products, such as an additive solution called

(continued on page 4)

ABC TCQ Workshop (continued from page 3)

SOLX, as well as root-cause investigation and product improvement processes. Presentations also explored IT regulations, including those for medical device data systems (MDDS) and blood establishment computer systems (BECS) accessories and Mississippi Valley Regional Blood Center's IT solution for chain of custody challenges. A robust roundtable discussion regarding the impact of new TRALI mitigation and bacterial detection regulations highlighted the variation in blood center approaches to meeting these standards.

The event concluded on Thursday, May 7 with the Quality Workshop. Ms. Quinley began the day with a presentation on generational differences and understanding how differences among the four generations impact the way people relate to one another and communicate in the workplace.

Attendees actively engaged in a session on disaster planning, which highlighted the importance of being prepared and testing systems before disaster strikes. Christine Driscoll, director of Regulatory Affairs at New York Blood Center, discussed disaster preparedness and ensuring continuity of operations during a disaster, followed by Judith Smith, DM, MBA, MT(ASCP)SBB, CQM/OE, CQA, SSBB(ASQ), senior vice president of Quality Assurance and Regulatory Affairs at OneBlood, who described the purpose of testing a disaster management system, as well as methods of testing disaster management systems.



Attendees participate in an activity about effective communications on the joint workshop day.

Jeff Techico, MHA, administrative director of IT Architecture & Quality Systems at Bloodworks NW, presented his center's experience responding to a major telecommunications outage. Jane Miller, MBA, MT(ASCP), director of Quality Assurance at Sheppard Community Blood Center, showed how a small blood center can interact with the community to formulate and exercise disaster plans. Attendees also participated in interactive and animated Rapp Sessions, in which they were presented with rare and/or difficult operational blood center challenges from their colleagues to learn from one another's experiences.

Roxanne Tata, MT(ASCP)SBB, CQA(ASQ), chair of ABC's Quality Workshop Planning Committee, and vice president and chief quality officer at the Institute for Transfusion Medicine, noted that the most valuable aspect of the workshop was sharing information. "We are all facing similar, yet differing challenges, and the current environment requires adaptability of quality professionals, particularly as it relates to process improvement, lean tools, and continued compliance to be as efficient as possible."



Pictured above is Susan Dewes, RN, of ABC's Collections Workshop Planning Committee.

"I heard more than one attendee state that this was a very valuable meeting due to the number of different centers represented and the amount of time we were able to network," said Ms. Strauss, ABC Technical Directors Workshop Planning Committee chair. "I would like to thank Toni Mattoch, Leslie Norwood, Lula Jembere, and Ruth Sylvester from ABC, as well as the members of the planning committees, along with all of our speakers and attendees for making this such a productive meeting."

(continued on page 5)

ABC TCQ Workshop (continued from page 4)

ABC would like to thank all of the speakers, attendees, and the following sponsors for making this workshop a success: Mediware, MAK-SYSTEM, and Roche Diagnostic Corp. A special thanks to host OneBlood, Eva Quinley, and LifeSouth Community Blood Centers for assisting with this workshop. 💧



# REGISTRATION NOW OPEN



## Summer Meeting

August 4-6, 2015 – Philadelphia, PA

Hosted by



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[www.loewshotels.com/philadelphia-hotel](http://www.loewshotels.com/philadelphia-hotel)

### 2015 Summer Meeting Schedule and Fees

Medical Directors Workshop: Aug 4 (\$415)

Medical Directors Workshop and SMT Forum: Aug 4-5 (\$445)

Summer Meeting: Aug 5-6 (\$625)

Medical Directors Workshop and Summer Meeting: Aug 4-6 (\$725)

**Don't miss the opportunity to join your fellow blood bankers on the links at the 5th Annual Links for Life golf tournament - Aug 6; Woodcrest Country Club (Cherry Hill, NJ) benefitting the FABC.**

Non-members (non-vendor), contact Lori Beaston at [lbeaston@americasblood.org](mailto:lbeaston@americasblood.org) for registration fees and information.

Sponsorship opportunities available. Contact Abbey Nunes at [anunes@americasblood.org](mailto:anunes@americasblood.org) for details.

Philadelphia, known as the “City of Brotherly Love” and the “Cradle of Liberty,” a place where sharing diversity of opinion is welcome and there is a rich history of innovation and bold new beginnings. With the passion of Rocky Balboa let us join together, interact and create change as demonstrated by our nation’s forefathers in crafting the Declaration of Independence. 🗣️

- Your Hosts: Blood Bank of Delmarva, Central Pennsylvania Blood Bank and Miller-Keystone Blood Center

**New Future Leader Scholarship Program:** Don't let cost concerns hold you back from a valuable learning experience! Supported by the FABC, the Future Leader Scholarships offer non-C-suite blood center executives the opportunity to advance professionally by attending the ABC Summer Meeting. Three \$725 scholarships available; see registration for details.



Philadelphia International Airport (PHL) is served by most major airlines. Visit [www.phl.org](http://www.phl.org) for more information.

## We Welcome Your Articles

We at the *ABC Newsletter* welcome freelance articles on any subject relevant to the blood banking community. Writers are encouraged to submit short proposals or unsolicited manuscripts of no more than 1,100 words. While ABC cannot pay for freelance pieces, the writer's name and title will be included at the end of the story, brief news item, or commentary. If proposing a story, please write a few paragraphs describing the idea and sources of information you will use, your present job and background, and your qualifications for writing on the topic. ABC staff cannot guarantee all stories will be published, and all outside writing will be subject to editing for style, clarity, brevity, and good taste. Please submit ideas and manuscripts to ABC Publications Editor Betty Klinck at [newsletter@americasblood.org](mailto:newsletter@americasblood.org). You will be sent a writer's guide that provides information on style conventions, story structure, deadlines, etc.



**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 Introduces API Future Leader Scholarship

With many blood center leaders nearing retirement age, succession planning has been a hot topic in the blood banking community. To help groom future leaders and provide them with the skills that they need to succeed in blood banking, America's Blood Centers has introduced the ABC Professional Institute (API) Future Leader Scholarship.

The API Future Leader Scholarship Program provides scholarships to non-C-suite staff from ABC's member blood centers to supplement costs for attendance to an ABC workshop or meeting. The scholarship is offered as part of ABC's developing API, which will be the one-stop-shop for members to find all of ABC's educational offerings – ranging from face-to-face learning, online learning, and publications.



According to an ABC survey, the median age of an ABC member CEO or member voting representative is 61, highlighting the importance of succession planning and leadership training in the blood community. The ABC staff and board of directors is committed to helping its member blood centers and their staff grow and develop the next generation of leaders. ABC encourages blood center executive staff to promote internal staff development by nominating an employee for the API Future Leader Scholarship.

The API Future Leader Scholarship provides three \$725-scholarships to attendees of the Summer Meeting. Funds received through this scholarship are to be used to cover the cost of the Summer Meeting (two- or three-day registration available; must include Blood Center Leadership Forum attendance) registration fee and/or supplement any travel costs associated with attendance.

Applicants must be non-C-suite level blood center staff who have not previously attended an ABC Summer Meeting. All applications must be submitted by a member of the applicant's C-suite level staff (on behalf of the applicant) to be considered. Please complete the application no later than May 29 by following this [link](#). Any questions regarding the scholarship program can be referred to Abbey Nunes at [anunes@americasblood.org](mailto:anunes@americasblood.org).

### Don't Miss Out – Registration Extended for FDCDM Workshop!

Don't miss out on a premiere educational and networking opportunity for blood center fund development, communications, and donor management professionals! Register and book your hotel by **May 29** for the ABC Fund Development, Communications, Donor Management (FDCDM) Workshop in Chattanooga, Tenn., from June 16 to 19. ABC members and non-members can register through the direct e-mail invitations sent by ABC or by contacting Mack Benton at [mbenton@americasblood.org](mailto:mbenton@americasblood.org).

## ABC, AABB, ARC Request CMS Codes to Cover Pathogen-Reduced Blood Products

America's Blood Centers, AABB, and the American Red Cross (ARC) sent a [statement](#) on May 18 to the Centers for Medicare and Medicaid Services (CMS) regarding the need for new Healthcare Common Procedure Coding System (HCPCS) codes to cover the transfusion of pathogen-reduced platelet and plasma products recently approved by the Food and Drug Administration in outpatient settings.

The statement, sent to the CMS HCPCS Workgroup, highlights the importance of creating new HCPCS codes to allow for appropriate billing of pathogen-reduced platelets and plasma to provide patients with access to these new products that can improve patient safety. CMS uses HCPCS codes to facilitate healthcare claims in a standardized, orderly manner. Ensuring a path to CMS reimbursement for pathogen-reduced blood products through the creation of appropriate HCPCS codes would support patient safety by protecting patients from known and emerging pathogens via pathogen reduction, emphasized the three blood organizations. More information can be found [here](#). 💧

### RESEARCH IN BRIEF

**Research published in the journal *Bone Marrow Transplantation* showed that autologous stem cell transplant (ASCT) led to significantly longer overall survival than non-transplant strategies in elderly patients with multiple myeloma (MM).** Treatments for MM have led only to mild survival improvements in patients 65 and older – who represent two-thirds of MM cases. Past randomized trials of ASCT in MM patients have excluded those over 65, leaving its role largely unknown in this group. Tanya Wildes, MD, of Washington University School of Medicine, and colleagues conducted a retrospective cohort study in which they identified 146 patients between the ages of 65 and 77 with newly diagnosed MM between 2000 and 2010. Of those, 62 underwent ASCT, and 84 did not. For those who underwent ASCT, the median overall survival was 56 months, compared with only 33 months for those who did not. The three-year overall survival in the ASCT patients was 78 percent, compared with 50 percent in the non-ASCT group. “This finding supports the potential utility of ASCT among older adults with MM who are deemed eligible for this treatment option,” wrote the authors. However, they note that observational, retrospective studies have limitations, including the possibility that the survival advantage with ASCT was related to residual confounding factors. They suggest that future studies should focus on prospectively incorporating greater detail on disease characteristics, functional status, and other geriatric assessment parameters to further perform comparative effectiveness research to clarify the role of ASCT in older adults with MM.

**Citation:** Wildes TM, *et al.* High-dose therapy and autologous stem cell transplant in older adults with multiple myeloma. *Bone Marrow Transplant*. 2015 May 11. [Epub ahead of print] 💧

### BRIEFLY NOTED

**The Department of Health and Human Services recently hosted a symposium from May 11 to 12 on the “Accessibility & Development of Tissue Products for Emergency Preparedness” at the National Archives in Washington, D.C.** The symposium was also sponsored by the Office of the Assistant Secretary for Health (OASH), and the Office of the Assistant Secretary for Preparedness and Response (ASPR)/Biomedical Advanced Research and Development Authority (BARDA), in collaboration with

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**BRIEFLY NOTED** (continued from page 7)

the Department of Defense (DOD)/US Army Medical Research and Material Command (MRMC). The symposium was held in light of a strategic assessment of national preparedness for availability of tissue or tissue substitutes, which revealed that several challenges exist in maintaining a robust supply, especially in an emergency. Key challenges explored at the workshop include coordination and logistics issues that affect the supply of available tissue products, as well as a development pipeline for new products to bridge the gap between supply and demand to improve efficiency in the delivery of care. The symposium provided exposure to illuminate the gaps and lay the groundwork for further collaboration among various responsible US government agencies and private organizations that play a critical role in public health emergency preparedness and response capacity. The morning session on May 11 began with several presentations providing an overview of the gap and needs in tissue availability and preparedness. One speaker from the ASPR discussed logistical challenges with providing proper triage care to burn patients on the battlefield and quickly evacuating them from austere environments to a hospital where they can receive proper long-term burn care. Other speakers explored lessons learned in disaster preparedness from the Boston Marathon bombing and the 2008 Georgia sugar refinery explosion. They emphasized the importance of testing disaster plans and emergency systems. Experts raised concerns over the availability of the tissue supply in the case of an emergency and whether manufacturers of tissue products have adequate surge capacity to meet an emergent need. Furthermore, not all skin banks have the proper types of skin grafts used for burn victims, and skin availability fluctuates over time – leading to potential gaps in the system in the case of an emergency with many burn victims. Speakers emphasized the importance of determining the peak tissue needs and of determining funding routes to ensure a robust tissue supply is available. Concerns were also raised regarding reimbursement for skin grafts. Several speakers highlighted tissue products available in other countries, but suggested that lack of investment in the development of these products creates barriers to bringing them to market in the US. Specifically, experts cited the lack of clinical trial data and the need for the government to fund such trials. There is also a need for clinician education surrounding the use of new and existing skin graft products. A speaker from BARDA emphasized that investing in the development of new tissue products will ultimately decrease costs associated with the extended care of burn victims. Overall, attendees heard loud and clear that increased investment in product development and collaboration among government agencies to create adequate emergency plans for tissue availability are necessary. A video recording of the symposium will become available [here](#) in the next couple of weeks. ♦

**REGULATORY NEWS**

**The Food and Drug Administration published today in the *Federal Register* the final [rule](#) for blood donor eligibility requirements.** The rule, “Requirements for Blood and Blood Components Intended for Transfusion or for Further Manufacture,” “amends regulations applicable to blood and blood components, including source plasma, to make the donor eligibility and testing requirements more consistent with current practices in the blood industry, to more closely align the regulations with current FDA recommendations, and to provide flexibility to accommodate advancing technology,” according to FDA. This rule revises the requirements for blood establishments to test donors for infectious diseases, and to determine donor eligibility. FDA is also requiring establishments to evaluate donors for factors that may adversely affect the safety, purity, and potency of blood or the donor’s health. America’s Blood Centers is currently reviewing the rule and the *Newsletter* will publish a more detailed article on the amended regulations next week. Please contact ABC Chief Medical Officer Louis Katz, MD, with comments or questions regarding the rule at [lkatz@americasblood.org](mailto:lkatz@americasblood.org). (Source: Federal Register, 5/22/15)

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**REGULATORY NEWS** (continued from page 8)

**The International Coalition for Commonality in Blood Banking Automation (ICCBBA) recently published updates regarding ISBT 128, the international standard for the identification and labeling of products of human origin.** ICCBBA has released version 6.5.0 of the ISBT 128 Product Description Code Database, which is now available for download as a Microsoft Access database [here](#) (with ISBT login). An updated Product Lookup Program that is populated with the new codes is also available [here](#). ICCBBA also published a new version (v 6.5) of the accompanying Standard Terminology document, which provides definitions to all of the ISBT 128 terminology. It can be found [here](#) (with login). ICCBBA published the updated [ICCBBA License Agreement](#) for use of the ISBT 128 international standard for blood and transplant. The updated agreement goes into effect June 1 for new registrations. For registrations prior to June 1, the new agreement goes into effect upon payment of the annual license fees in 2016. (Source: ICCBBA e-mail updates, 5/18/15) ♦

**GLOBAL NEWS**

**The World Health Organization (WHO) has released the theme and [materials](#) for World Blood Donor Day (WBDD) 2015 [online](#).** Every year on June 14, countries around the world celebrate WBDD to thank voluntary unpaid blood donors for their life-saving gifts of blood and to raise awareness of the need for regular, volunteer blood donors. The theme of this year's campaign is "Thank you for saving my life." This year's campaign focuses on thanking blood donors who save lives every day through their blood donations and strongly encourages more people all over the world to donate blood voluntarily and regularly with the slogan, "Give freely, give often. Blood donation matters." The campaign aims to highlight stories from people whose lives have been saved through blood donation as a way of motivating others to become lifelong donors. This year, China is collaborating with WHO to act as the host for WBDD 2015. America's Blood Centers' member centers often host special events and celebrations to recognize WBDD and thank the donors who help provide a safe and robust blood supply. ABC is partnering again with Nexcare Bandages from 3M for the 7<sup>th</sup> annual "Give" WBDD campaign. ABC members may send their WBDD stories, press releases, and/or photos to [newsletter@americasblood.org](mailto:newsletter@americasblood.org). (Source: WHO event announcement, 5/18/15) ♦

**INFECTIOUS DISEASE UPDATES****ZIKA VIRUS**

The Brazil Ministry of Health confirmed earlier this week that Zika virus has begun circulating in Brazil with 16 patients confirmed to be infected. Health authorities warn of the potential that more cases may exist, with 1,200 unconfirmed reports of Zika-infected patients in northeastern states being investigated. The symptoms are similar to dengue and chikungunya viruses and are transmitted by the same *Aedes aegypti* mosquito. In response to these cases, the Pan American Health Organization (PAHO) and the World Health Organization (WHO) issued a [warning](#) of the virus's potential to spread across territories where the *Aedes* mosquito vectors are present. "PAHO/WHO reinforces the recommendations made previously regarding the same vector of dengue and chikungunya and urges member states where the *Aedes* mosquito that transmits these diseases are present, to establish and maintain the capacity to detect and confirm cases, manage cases, and implement an effective public communication strategy to reduce vector density," said PAHO and WHO in the statement. Transfusion-transmission of Zika virus has not been documented at this time, and the AABB Emerging Infectious Diseases Working Group continues monitoring this and other pathogens. The AABB dengue virus [factsheet](#) includes information about Zika virus. (Sources: PAHO/WHO Epidemiological Alert, 5/7/15; Folha De S. Paulo, 5/15/15) ♦



# REGISTRATION NOW OPEN

## Fund Development, Communications & Donor Management Workshop

Chattanooga, TN - June 16-19, 2015

Hosted by:



**Negotiated hotel room rate: \$139 + tax** (incl. free internet and fitness center access)  
<http://bit.ly/DoubletreeChattanooga>

### 2015 Workshop Schedule

Fund Development topics: June 16-17  
 Communications topics: June 17-18  
 Donor Management topics: June 18-19

### 2015 Workshop Fees (early bird/regular)

2-day registration: \$390/\$445  
 3-day registration: \$460/\$515  
 4-day registration: \$515/\$565

There are five (5) \$1,000 scholarships available to ABC members attending the FDCM Workshop to cover the cost of registration fees and help with travel expenses. Application and additional details are included in registration.

‘We are proud to host the America’s Blood Centers’ FDCDM Workshop in Chattanooga this year. This workshop is a fantastic way for ABC members to bounce ideas off each other and stay abreast of current trends and topics facing our industry. Attendees will enjoy everything our city has to offer and we look forward to seeing each and every one of them at the event in June.’

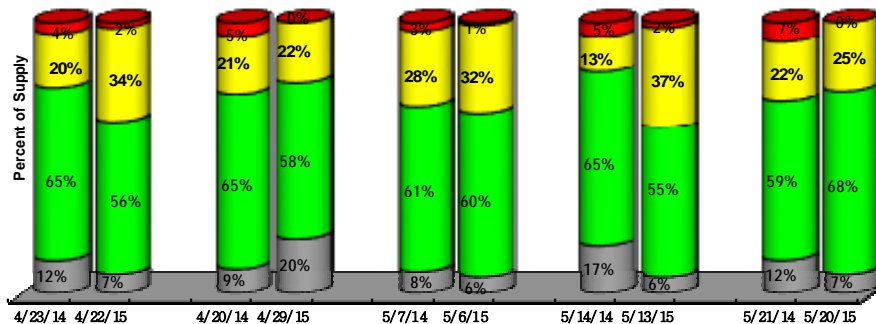
– Rick Youngblood  
 President & CEO  
 Blood Assurance

Sponsorship opportunities available. Contact Abbey Nunes at [anunes@americasblood.org](mailto:anunes@americasblood.org) for details.



Three convenient ways to reach Chattanooga: Fly directly into Chattanooga airport (CHA), served by American/US and Delta, or fly into Atlanta (ATL) or Nashville (BNA) airports and take the Groome Transportation shuttle to the hotel in Chattanooga; check <http://bit.ly/CHAshuttle> for schedules and pricing.

## STOPLIGHT®: Status of the ABC Blood Supply, 2014 vs. 2015



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

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

## MEMBER NEWS

The Community Blood Center of the Carolinas (CBCC) participated in a kick-off event on April 23 for the [Carolinas Sickle Cell Collaborative](#) in Charlotte, N.C. The collaborative is a joint effort between the CBCC, regional healthcare providers, sickle cell advocacy partners, and local African American community leaders. The blood center has joined forces to champion the needs of local sickle cell patients by raising awareness and engaging the community to increase African American blood drives and blood donation. The blood center believes that this regional approach can have a bigger voice and make a bigger impact in the lives of local sickle cell patients. (Source: CBCC website, 5/18/15) ♦



Martin Grable, president & CEO of CBCC, and Gladys Ashe Robinson, PhD, deputy minority leader of the North Carolina Senate and executive director for Piedmont Health Services & Sickle Cell Agency.

## COMPANY NEWS

Terumo BCT announced on May 7 that it is accepting applications from around the world for a \$10,000 grant to further the practice and positive impact of therapeutic apheresis. The [Terumo BCT 2015 Advancing Apheresis Award](#) is for clinicians, physicians, and operators who are leaders in the practice of therapeutic apheresis and cell collections. Applications must be submitted by Sept. 4 via the above link, and a winner will be announced in October. “Apheresis therapies have made a powerful impact, but there’s still much more we can do to advance these treatments for the patients we and our customers ultimately serve. With that inspiration, Terumo BCT wants to support healthcare innovators with this grant. I’m excited to see what applications are submitted and how people are advancing apheresis around the world,” said Tom Jordan, executive vice president of Global Commercial Operations at Terumo BCT. (Source: Terumo BCT press release, 5/7/15) ♦

### Correction

Last week’s [ABC Newsletter](#) included an article on the front page titled, “FDA BPAC Recommends Babesia Screening for Blood Donors.” In this article we stated, “In recent years, about 15 TTB cases are reported annually, but since many *B. microti*-infected individuals remain asymptomatic, the number of blood donors capable of transmitting the disease is not well characterized outside of Connecticut and Massachusetts where the ARC has undertaken extensive blood donor screening studies using serological testing.” We inadvertently omitted that ARC uses **nucleic acid testing (NAT)** in addition to serological testing for its *Babesia* blood donor screening studies. We apologize for this omission and thank our readers for bringing such issues to our attention.

## 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](mailto:lnorwood@americasblood.org).

## POSITIONS AVAILABLE

**Director of Blood Collections Operations and Training.** Kentucky Blood Center, located in Lexington, Kentucky is seeking a resourceful, self-motivated individual to assist the executive director of Blood Collections in oversight of all aspects of technical and administrative functions of the Blood Collections operations and training, ensuring quality, accuracy, excellent customer service and efficiency of the departments. Responsibilities include, but are not limited to; monitoring and reviewing staff schedules; reviewing and approving performance evaluations; supporting blood collection managers with personnel challenges; assisting with special projects; overseeing training and proficiency of blood collections staff to assure safe and pleasing donation experiences for donors and safe blood products for recipients; and overseeing staff competency. MLS or Registered Nurse required. Competitive salary, comprehensive benefits including health/dental, life, STD, 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](http://www.kybloodcenter.org). Drug-free and EOE/AAP.

**Laboratory Operations Manager.** Cascade Regional Blood Services, headquartered in Tacoma, Wash., has an immediate opening for a Laboratory Operations Manager. This position is responsible for all aspects of daily laboratory operations including daily supervision of lab staff, monitoring workflow and quality control requirements. Orient and train staff in department to ensure technical proficiency, quality of work, and biosafety requirements are met in accordance with all applicable policies and procedures. Essential duties include overseeing the processing of test results through a shared manufacturing agreement; components manufacturing and labeling of blood products; order taking, packing, and distribution of blood products; processing and storage of autologous Hematopoietic Progenitor cells collected by apheresis; all associated quality control of procedures, products and equipment; introduces and oversees implementation of new procedures and equipment. Successful candidate will possess proven management skills in a health care, or regulated environment. Bachelor's degree, MT (ASCP) SBB preferred. Equivalent combination of especially pertinent education and experience may be considered.

Excellent benefits including medical/dental/vision/life/LTD. Four weeks' vacation per year. Medical/dental starts the first of the month after hire. Pension plan fully paid by employer. Submit resume and salary history to: HR Manager, Cascade Regional Blood Services, 220 S. I Street, Tacoma, WA 98405. E-mail: [hr@crbs.net](mailto:hr@crbs.net) or fax to (253) 572-3698.

**Director, Education Programs & Grants.** America's Blood Centers is seeking a director to be located at the Washington, D.C., headquarters. The ABC Director, Education Programs & Grants designs, develops and manages education programs and processes to drive a learning and continued education culture that delivers member value and satisfaction via the ABC Professional Institute (API). Works closely with all functional areas of ABC (meetings, communications and member services, HR, IT, SMT, executive, etc.) to create and deliver effective education components to maintain and enhance the API. This includes the design and facilitation of modules, programs, presentation materials, software or platform vendor management, and administration of the entire learning process. Work is based on a thorough needs analysis so that content informs objectives and appropriate measures are in place to ensure objectives. Learning programs should be research-based and align with adult learning principles. To apply online visit [http://bit.ly/abc\\_api\\_position](http://bit.ly/abc_api_position) or send resume to [anunes@americasblood.org](mailto:anunes@americasblood.org).

**Director of Donor Recruitment.** The Blood & Tissue Center of Central Texas, located in Austin, is hiring a sharp and nimble director of Donor Recruitment to develop and implement strategies that will attract and retain blood donors. This position will be responsible for providing tactical direction to the recruitment team and will be focused on achieving monthly goals that will directly impact the organization and ultimately save lives in the communities we serve. Qualified candidates must have a college degree with four years of sales experience or five to seven years sales experience in lieu of college degree. Blood banking or donor recruitment experience is a plus. Must have five to seven years of

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**POSITIONS** (continued from page 12)

management and leadership experience. Possess excellent planning, budgeting and communications skills (written and verbal). Exhibit professional conduct and demeanor at all times. Have the ability to work flexible hours, including evenings and weekends as necessary. Must be at least 21 years of age, have a valid driver's license, proof of insurance and an acceptable driving record. Please visit [www.inyourhands.org](http://www.inyourhands.org) to apply.

**Mobile Operations Supervisor (DS041).** Responsible for the supervision and management of mobile blood drives. Will assist in planning, organizing, and directing the operations of mobiles. Must have at least two years mobile blood banking work experience or five years related medical experience required. Supervisory experience preferred. Computer experience preferred. Good driving record required. Visit our website at: [www.biobridgeglobal.org](http://www.biobridgeglobal.org). E-mail résumé to [hr\\_dept2@biobridgeglobal.org](mailto: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.

**Quality Assurance Specialist (QA Dept.) QA002.** Responsible to review Standard Operating Procedures (SOPs) and forms. Will also review validation, calibration, Quality Control (QC), and maintenance records for equipment and supplies used at South Texas Blood & Tissue Center (STBTC) and its affiliates. Will assist with conducting internal audits and assist during external audits. Will provide assistance to departments for special projects. Bachelor's degree in Laboratory Science or related discipline; or associates degree with MLT Certification and five years' experience. Two years blood bank or transfusion services experience preferred. Must have working knowledge of PC software applications using Windows, Microsoft Word, Excel and other software programs as required. Certification: MLS / MLT / MT (ASCP) preferred. Visit our website at [www.biobridgeglobal.org](http://www.biobridgeglobal.org). E-mail résumé to [hr\\_dept2@biobridgeglobal.org](mailto: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.

**Donor Group Representative.** SunCoast Blood Bank, located in Sarasota on Florida's Gulf Coast is seeking an account management professional to handle our Southern territory. This position involves working with community and business organizations to promote and organize mobile blood drives. Position requires four years account management, sales or other relevant experience with a proven track record of achieving established goals and standards. Base compensation with monthly bonus program. Excellent benefits pack-

age. Please submit resume to [jobs@scbb.org](mailto:jobs@scbb.org). Applicant drug testing required. EOE

**Lab Director (LifeShare).** Located in Elyria, Ohio and a new member of Blood Systems, LifeShare is seeking a Lab Director to serve as the technical subject matter expert who will be responsible for the technical oversight of the laboratory and technical support functions. This position ensures Current Good Manufacturing Practice (cGMP) regulations are in place for the manufacturing processes including SOPs, training and competency, and error management. Requirements: bachelor's degree, five years' laboratory experience to include three years supervisory experience, certification as medical technologist, BB or SBB preferred, state licensure required. Qualified applicants send resumes to [humanresources@lifeshare.cc](mailto:humanresources@lifeshare.cc) Attention: Lab Director. LifeShare provides equal employment opportunities to minorities, females, veterans, and disabled individuals, as well as other protected groups.

**Director of Community Relations, Recruitment, and Development.** Central California Blood Center (CCBC) located in Fresno, CA is seeking a senior level professional with a minimum of five years' experience in some combination or closely related to, high level community relations, donor recruitment, and fund development. The best fit candidate must have progressive and proven history in the management of several small departments of staff to include Donor Recruiters, Telerecruiters, Marketing and Media staff, and Volunteer Coordinator. Experience in budgeting, analytics, effective written, verbal, and interpersonal skills, with excellent facilitation, negotiation, and conflict resolution skills are all required. Experience in designing and implementing successful donor recruitment campaigns to maintain and increase donor-base strategically to meet goals and projections as directed by President/CEO. As a member of the Senior Management Team (SMT) reporting to the President/CEO, the expectations include active participation in the administrative processes of CCBC. A minimum of a bachelor's degree preferred in Management, Public Relations, Communications, or Marketing with appropriate related experience will be considered. To apply send resume and salary history to [avanderberg@donateblood.org](mailto:avanderberg@donateblood.org). 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.

**Senior Director.** The Mississippi Valley Regional Blood Center (MVRBC) is conducting a search for an experienced leader to oversee our Donor Services department as a Senior Director, Donor Services. This opportunity is a full-time position based in our Davenport, Iowa location. The Senior Director will be

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**POSITIONS** (continued from page 13)

responsible for the oversight and performance of 400 plus employees throughout the MVRBC service territory ensuring staff perform collection activities and implement initiatives that are in accordance with all regulatory entities, and established SOPs. As Senior Director you will be tasked with the responsibility of providing and demonstrating consistent and strong leadership skills in support of the MVRBC mission and regulatory compliance. This position requires a high level of critical thinking and problem solving. Position includes frequent travel within the MVRBC service territory. May require occasional travel throughout the US to attend meetings and conferences as needed. Requirements: The ideal candidate will have a minimum of eight years' experience in previous blood center setting or similar health care setting and a minimum of five years' supervisory experience preferred. Graduate of accredited School of Nursing, College, or University is desired. RN license must be valid in state(s) as required and in good standing. To apply, please visit: <http://www.milwaukeejobs.com/j/11568059>. Equal Opportunity Employer: Minorities, Women, Veterans, Disabilities.💧