



FOR IMMEDIATE RELEASE
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FLORIDA BLOOD SUPPLY GETS BOOST

Blood Centers Merge To Expand Outreach And Efficiencies

(St. Petersburg, FL: 11/12/08) Two of Florida's leading blood centers, Florida Blood Services (FBS) of St. Petersburg and Southeastern Community Blood Center (SCBC) of Tallahassee are consolidating to better serve donors, patients and healthcare facilities. The upcoming merger will result in an even stronger commitment and capability in providing blood and blood components to the local communities served by FBS and SCBC, while capitalizing on the latest technologies.

"The growth of the Florida market coupled with more complex testing and regulations requires all blood banks to operate on a more sophisticated level with very thin margins," said Roy Bertke, chairman of the FBS Board of Directors. "By expanding the base of FBS and forming strategic partnerships with other regional blood banks like SCBC, we ensure that we continue to meet the needs of a public blood supply in Florida and the Southeast. No money is changing hands in this consolidation, just a pooling of resources and expertise that will enable us to better serve our communities."

With healthcare costs on the rise, hospitals as well as medical and blood centers are under increased pressure to control costs. "SCBC identified the need for the Tallahassee based blood center to grow substantially in order to remain competitive and control costs," said Stan Barnes, chairman of the SCBC Board of Directors. "Forming a partnership with FBS now ensures continued presence in the North Florida and South Georgia region, as well as significant growth potential for the future."

"This really is a win-win situation," said Don Doddridge, CEO of Florida Blood Services. "FBS and SCBC have a long-standing working relationship. By joining forces, FBS partners with a stable, well-run community blood center of similar philosophy, values and work ethic, while creating a larger base that will allow us to better meet the needs of all involved communities." Jeanne Dariotis, CEO of SCBC, could not agree more. "It is important to remember this merge is about more than just business," said Dariotis. "Our first priority is always to the people that we serve in North Florida and South Georgia. Our donors have been an integral part of our success to this point and through this merger we will be better able to serve their needs for generations to come."

Earlier this year, FBS consolidated with the Northwest Florida Blood Center (NFBC) of Pensacola which serves the Pensacola and Panama City regions of Florida and Alabama's Mobile Bay region. The addition of SCBC unites the entire Florida panhandle, Alabama's Mobile Bay Area and much of Southern Georgia, with the metropolitan Tampa Bay Area.

Both Florida Blood Services and Southeastern Community Blood Center are not-for-profit, community based blood centers, accredited by the American Association of Blood Banks (AABB), licensed by the Food and Drug Administration (FDA) and affiliated with America's Blood Centers (ABC) and the Florida Association of Blood Banks (FABB). Both centers are supported by thousands of volunteer donors in their communities who commit to save lives for their neighbors, friends and families in local hospitals.

Headquartered in St. Petersburg, FBS currently provides blood and blood components to patients at 61 hospitals and other ambulatory healthcare facilities in 14 Northwest Florida, Southern Alabama and Tampa Bay counties. Following the merger, a combined total of almost 300,000 volunteer donations will be needed annually to serve patients at 84 hospitals in 40 counties.

FBS is an official donor and apheresis center for the National Marrow Donor Program. It is one of only seven ABC blood center hubs in the U.S. designated to provide blood to the military in times of need.

FOR MEDIA INQUIRIES CONTACT:

JB Gaskins
Vice President, Donor Systems
jbgaskins@fbsblood.org
Cell: 727-656-8441

Dan Eberts
Corporate Communications Manager
deberts@fbsblood.org
Cell: 727-656-5239

Further blood supply information can be found at www.fbsblood.org

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