

## FEATURED STORY



## CSafe Hosts Korean Pharma Focus Symposium

Cold chain specialist, CSafe Global recently hosted an event to address the challenges facing the global pharmaceutical industry and how the Korean marketplace has emerged as a key contributor in global healthcare innovation. With an outstanding biotechnology structure, advanced clinical study capability, talented people and world-class IT technology, the Korean biopharma industry is poised to capture a large share of the biosimilar market as this category of drugs develops rapidly. As the global biopharmaceutical industry faces serious challenges including increased regulations, consumer demands and new cost constraints, there is a necessity for value-based innovation to better meet the needs of consumers. With the harsh commercial environment, companies must focus on the desire for new clinically and economically superior therapies to current alternatives and the best ways to protect these developing biosimilars. Over 100 in attendance at the event displayed strong inquiries and a vast interest in the advancement of the marketplace. The success of the event confirmed CSafe's provision of constructive insight about globalizing the pharmaceutical cold chain and the significant growth opportunities available through key competitive elements in the biopharmaceutical sector. [Full Story >>](#)

## NEWS FLASH

### CSafe Presents at ACN Event

CSafe Global's Director of Customer Support & Partner Management, Mark Mohr, recently spoke at an AirCargo News seminar to discuss how suppliers can reconfirm customer needs by playing a certain role in the commercial, technology and regulatory sectors.



## CUSTOMER QUOTE

"More than 75% of our CAPAs are a result of the use of improper passive packaging solutions for a given route."

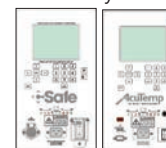
- Product managers from three European and U.S. airlines

## USER ANNOUNCEMENT

### CSafe RKN Control Panel

In coming months, you may notice that the CSafe RKN control panel has been cosmetically enhanced with the appropriate CSafe® branding from the outdated AcuTemp. This will be an ongoing change throughout the CSafe RKN fleet. This is a rebrand only and there is no difference in the control performance or functionality.

[Full Story >>](#)



## IN THE SPOTLIGHT

### CSafe Grows Service Center Network with New Locations

In an ongoing assurance to provide quality service, support and container availability to their expanding global biopharmaceutical customers, CSafe Global announces the first quarter opening of three new service centers serving RDU, MAD and BCN inbound and outbound traffic. Recognized for its quality, innovation and deep customer focus, the company offers a full range of active and passive packaging solutions for the safe transport of temperature-sensitive products. [Full Story >>](#)

### CSafe Expands Production Facilities

CSafe is pleased to announce the finalization of purchase for a new production plant that will provide the company with an expanded manufacturing footprint. Located minutes from the existing CSafe headquarters in Dayton, OH USA, this new facility is poised to support the increasing demand for the company's AcuTemp® brand passive packaging, including its industry leading REPAQ program. The additional 100,000 sq. ft. of space and new equipment will allow CSafe to better serve its existing and new customers. [Full Story >>](#)



FROM THE CEO



## A Look Forward

Trust is a word that we hear on an emotional level. We are asked to trust often, in our personal, and our professional lives. From trusting the safety of the foods we consume to trusting that the drugs our loved ones receive were kept “in temperature” during every kilometer of the journey to the clinic. At CSafe Global, we work hard to earn your trust with every solution we manufacture. It is one of the reasons why CSafe has the only pay per use packaging program with 100% retesting available – REPAQ® to ensure the safety and quality of the products you manufacture and deliver. CSafe has worked hard to earn the trust of some of the top life science companies who confidently put their name on our packaging solutions and transport priceless life saving products. In this issue of E-Quips, we introduce new global sales directors in the US and Europe. Our feature editorial is about the “Pharma Focus: Introducing Biosimilars Successfully” event hosted by CSafe in Korea. 2017 will be another exciting year for CSafe Global....another new manufacturing facility, more new global associates, and at the end of the year...a long awaited new product introduction. You can continue to trust that the principal that has guided us so successfully will never alter – to continue to be the most trusted name in cold chain solutions.

- Brian Kohr,  
CSafe Global, President and CEO

"If people like you, they'll listen to you,  
but if they trust you, they'll do business  
with you."

- Zig Ziglar

### CURRENTLY AT CSAFE

#### CSafe Appoints Valerie Vincent Director of Sales Western U.S.



CSafe announces that Valerie Vincent has joined CSafe as the western USA Director of Sales. Ms. Vincent will be responsible for promoting CSafe's range of products while maintaining and communicating market knowledge, building long-term customer relationships, and developing structured sales plans. With an extensive background as a global senior sales executive with outstanding leadership in generating business growth in cutting edge technologies in IT and Life Sciences, Valerie will serve as a vital advocate for CSafe's industry growth design. Valerie joins the CSafe Global company after years of managing sales teams and selling novel highly complex technologies into new and existing markets such as her previous positions with AGY Therapeutics, ThermoFisher, Roche Diagnostics, BioScale and Inscopix. Ms. Vincent has achieved her MBA, and holds a PhD in Neurosciences and an MSC in Biomedical Sciences.

[Full Story >>](#)

### CURRENTLY AT CSAFE

#### CSafe Announces John Bullon UK/Ireland Sales Director

CSafe Global furthers the expansion of their diverse sales team with the addition of John Bullon as Director of Life Sciences for the UK and Ireland. Mr. Bullon will be responsible for supporting CSafe's overall business progression while he maintains and develops customer relationships, penetrates target markets and promotes revenue objectives. With a proven track record and over a decade of experience as an international senior sales manager, John will be an essential global market contributor to the company. Mr. Bullon joins CSafe having held roles within medical diagnostic contract sales and possesses a strong background with medical devices, immunoassays and personalized medicine. He is an



accomplished professional who understands the importance of thinking outside the box to deliver satisfaction to customer needs.

[Full Story >>](#)

#### Spring Brings Warm Weather... Or Does It?

March 20th marks the beginning of Spring, however, climate conditions will vary greatly within the northern hemisphere. Ambient temperatures play a critical role in the biopharmaceutical cold chain. CSafe Global is committed to providing temperature-sensitive packaging that provides the customer Peace of Mind® their cargo will be delivered at The Right Temperature®. [Full Story >>](#)

### NEXT ISSUE

- New CSafe Service Center Locations
- CSafe Attends LogiPharma 2017