

EDITORIAL FEATURE

HPCLC Fall Conference 2014

The event continues to offer opportunities for great discussions with particular interest in preparing for shifting supply chain dynamics.

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CUSTOMER QUOTES

“As an organization, we ship to quite a few label claim countries and have never had a single issue when using the CSafe RKN.”

– Life Science Supply Chain Director

“We transport more CSafe units than any other brand. Our customers love the reliability and we love the customer support.”

– Product Manager at a Major U.S. Carrier



NEWS FROM THE CEO

During 2014, CSafe dramatically increased our RKN fleet size, launched several new products, engaged with many new partners, increased the number of our service centers, added to our manufacturing footprint, expanded our customer service and technical support staffs, and added manufacturing employees and sales staff around the globe. Know that we are very aware that these blessings come from your willingness to trust your products to our packaging solutions. We understand the ever changing challenges faced by our customers and partners and we will continue to be the company that you can trust to provide reliable product and dependable services. We will have several exciting updates to report in early 2015 specific to requests from our global customers to increase our ability to provide solutions that drive performance, cost and sustainability. On behalf of all CSafe Global associates, thank you for your continued loyalty to, and interest in, our temperature-sensitive shipping solutions.

“A man’s growth is seen in the successive choirs of his friends.”

–Ralph Waldo Emerson

Brian Kohr,
CSafe Global President and CEO

NEWS UPDATE

Reminder to Finalize Peak Season Planning

CSafe continues to increase our new container build rates and keep our existing fleet of containers in top condition with a preventative maintenance program and three-year rebuild policy. At this time of year, our industry is always challenged with container availability. In order to avoid last minute shipping delays, please contact your CSafe customer service representative to finalize your container requirements. Our customer service staff will continue to be available throughout the upcoming holiday season.

American Airlines Cargo Accepts CSafe RKN

American Airlines Cargo further expanded its global temperature-sensitive logistics capabilities by accepting the CSafe RKN container.



“With ExpediteTC[®] American Airlines Cargo offers an exceptional experience for customers who are shipping temperature-sensitive products. The addition of CSafe to our cold chain program provides customers with more options for their shipping needs,” said Tom Grubb, Manager of Cold Chain Strategy for American Airlines Cargo.

https://www.aacargo.com/about/update_27Oct2014.html

SPOTLIGHT

Experts from "Supply Chain Efficiency Made Simple" PMPS, November 2014

The ultimate purpose of a cold chain transporting temperature-sensitive biopharmaceutical products is that at the end of the journey, when the drug reaches the patient, its efficacy has not been compromised or adulterated. However, the globalization of healthcare has complicated the delivery of temperature-sensitive pharmaceuticals and, during the course of distribution, products are likely to be exposed to a wide range of ambient temperatures.

As more and more biopharma companies are demanding reusable packaging, it is important to focus on the two key contributors to the success of reusability. One is that returned packaging is always 'as good as new' – it has to perform to its original qualified specification every time it is reused. The other is the educational aspect, because customers need to buy into reusability wholeheartedly.

It is likely that reusable packaging could, in a few years, become the norm rather than the exception as it continues to be adopted by forward-thinking biopharmas and ecologically responsible companies.

For the complete article, visit www.samedanltd.com.



EDITORIAL FEATURE

The Health and Personal Care Logistics Conference, Inc.

HPCLC Fall Conference 2014

It was another opportunity for great discussions and learnings at the October Health and Personal Care Logistics Conference in Florida. The conference topics continue to be relevant and the discussions engaging. The fall conference is moving to Chicago next year and hopefully the new venue will allow for even more registrants to obtain the evermore difficult 'approval' to attend.

The biggest revelation for me at this conference was around the 'storm' that is brewing in the supply chain sector. With the lack of truck drivers and pending legislation affecting their hours; the consolidation and super slow steaming on the ocean; ocean carriers catering to high-volume shippers instead of providing the special services demanded by the healthcare industry; the full bellies of aircraft; the changes in the dimensional weight calculations; and the overloaded rail system, supply chain costs are going to increase and so are the inventories on company balance sheets.

Some queries emphasizing this were:

- Who knows someone under 30 who wants to be a truck driver?
- Who has seen their ocean transit times increase due to super slow steaming as the ocean carriers look to lower their costs to get back to profitability?
- Who has been on a plane recently that has had plenty of open seats? Is it the same down in the cargo hold?

Supply chain professionals must prepare for so many challenges and constant change, especially in the biopharma industry where sometimes lives hang in the balance based upon successful delivery of drugs. As a result of these shifting dynamics, I have a better appreciation for cold chain logistics than ever before.

Brian Kohr,
CSafe Global President and CEO

For the complete editorial, visit www.coldchain.co.

UPCOMING EVENTS

2015 IQPC

Cool Chain Europe

CSafe will be exhibiting from January 27th-28th at the 14th Annual Cool Chain and Controlled Room Temperature Logistics in Frankfurt.

For more information, visit our stand #4 or our website www.CSafeGlobal.com.



WHAT'S GOING ON AT CSAFE

CSafe RKN Receives Australian CASA Approval

On November 14, 2014, the CSafe RKN was approved for flight by the Australian government. The approval is added to previous certification by the FAA, EASA, Transport Canada, Hong Kong CAD, Irish Aviation Authority and Israel CAA. The CSafe RKN is the only active container with such approval.

QATAR Air Lines Sign MLA

CSafe Global and QATAR Air Lines have signed a Master Lease Agreement to offer transport and leasing services of the industry-leading CSafe Active RKN on QATAR flights. The Middle East is a rapidly growing market for pharma and bioscience products and this agreement will increase the portfolio of available solutions for QATAR's customers who require active temperature-control transport systems.

EQUIP® Avianca Cargo Awarded EQUIP Operative Accreditation

CSafe Global has awarded EQUIP Operative Accreditation to Avianca Cargo teams located in BOG, LIM, MEX, MIA, SAL, SCL and SJU. The EQUIP training is designed to be flexible around the needs of the organizations and the individual. The Operative Accreditation is broken into multiple modules designed to train the individual operatives on specific tasks and duties associated with the role or service they perform.

Next Issue

In January, CSafe will make a new market and product introduction at the Frankfurt IQPC. After extensive customer consultations, CSafe will reveal a passive shipping solution and program tailored toward the challenges of biopharmaceutical shipping in the EU. The announcement will be another milestone in CSafe's strategic plan for continued global growth.



www.CSafeGlobal.com