

FEATURED STORY

# Cold Chain Passive Packaging Savings through Reuse



In today's marketplace, biopharmaceutical companies are seeking improvements that lead to reductions in overall supply chain costs. With the ever increasing dimensional weight pricing, companies should be looking even more closely at cost saving supply chain ideas. When it comes to the packaging solutions used to ship temperature-sensitive materials, biopharmaceutical companies are considering the implementation and utilization of smaller solutions and reusable packaging programs.

Most shipping solution manufacturers that have reuse programs ignore the importance of shipping solution thermal re-qualification. This is an oversight that shippers and regulatory bodies have recognized as a serious gap. An insulated shipping solution that is re-entering the cold chain should be thermally sound to ensure it continues to be a qualified solution. The only means to ensure that temperature-sensitive materials are shipping in accordance with regulation is through the thermal re-qualification of the shipping solution.

In addition to regulations, it is important to remember that each shipping solution must be uniquely qualified for its specific shipping scenario. Using a "general" guideline such as a number of times a shipping solution can be reused, does not ensure quality. Some shipping solutions may be subjected to harsher conditions and handling than others during shipment and, therefore, will thermally deteriorate more quickly and not deliver the required performance.

For the complete white paper, visit <http://www.csafeglobal.com/resources-whitepapers>.



## CUSTOMER QUOTES

"The risk of doing business in temperature-sensitive products increases significantly reaching the stage of logistics. This is where a robust cold chain is adding value to both the customer and company."

-Sr. Specialist, Supply Chain, global pharmaceutical company

"The reliability of CSafe's RKN is unmatched. My team spends a lot of time chasing issues with competitive equipment."

-Cargo Operations Manager for a major handling organization

**Keep it  
CSafe**

## CSafe Launches Customer Advisory Board

CSafe exemplified its strong customer relationships with the inaugural meeting of its US Customer Advisory Board. Representatives from seven of the world's top pharmaceutical and healthcare companies gathered with two senior CSafe team members to discuss a wide range of issues affecting current and future trends in the safe transportation of temperature-sensitive products. Members considered the changes in regulatory guidance and were concerned about how best to interpret and meet the requirements of Controlled Room Temperature, both domestically and internationally. [Full Story»](#)

## Pharmacy to Patient Shipping

As global government and healthcare organizations continue to scrutinize the effectiveness of temperature management throughout the cold chain, more focus will be on how drugs are protected, not only inter and intra campus facilities, but also in the shipping and delivery of prescriptions from the pharmacy to residential patients. We will explore these challenges and solutions in upcoming blogs and white papers.

## NEXT ISSUE

- Competitive Product Analysis
- Pricing calculator for active solutions
- Pricing calculator for passive solutions

## FROM THE CEO



## A Look Forward

We have continuing good news to share. In the 1st quarter of 2015, we've expanded our EMEA sales team, extended our global service network, increased our fleet size and enlarged our production facility and workforce, all so that we are able to respond to the increased interest in our active and passive shipping solutions. We've recently worked with several large pharmaceutical companies to launch their global clinical trials and new product introductions. CSafe has roots in the legacy that began as a non-profit company who's product was designed to combat the loss of efficacy for vaccines delivered by the CDC, US military and other global public health organizations. This commitment continues to permeate our culture and I believe it is reflected in our customer service, technical support and product quality.

– Brian Kohr,  
CSafe Global, President and CEO

“Difficulties mastered are opportunities won.”

–Winston Churchill

## IN THE SPOTLIGHT

### ThermoCor® VIP



The key to every CSafe and AcuTemp product's performance is the unmatched insulating efficiency provided by vacuum insulation. Backed by over two decades of research and innovation, ThermoCor® boasts highly efficient insulating properties, resulting in accurate hold times and superior temperature control. ThermoCor offers R Values up to 60 per inch of thickness which is 20 times greater than traditional EPS insulating materials and 10 times greater than polyurethane, making it ideal for shipping highly valuable temperature-sensitive products. It incorporates features that significantly retard three basic heat transfer mechanisms: conduction through fluids and gases, radiation and convection. These features allow flexibility of packaging design, simpler pack outs and best-in-class total cost solutions. As the exclusive manufacturer of ThermoCor VIP, CSafe has complete control over the production, product quality and performance of their shipping solutions.

For more information, visit <http://www.csafeglobal.com/thermocor-vip>.

## UPCOMING EVENTS

### 15th DHL Life Sciences & Healthcare Conference

16th-17th June 2015  
Location: Hamburg, Germany

## CURRENTLY AT CSAFE

### CSafe Global and Total Air Group SEA Service Center Open House

CSafe Global, in conjunction with Total Air Group, hosted an open house at the TAG/CSafe service center at SEA. The event was attended by CSafe airline and forwarder partners. Rick Rackley, CSafe's Director of Service Centers and Technical Support, commented: "The SEA service location has enabled CSafe to support our growing biopharmaceutical customers in transporting high volumes of temperature-sensitive shipments."

[Full Story»](#)



### Expansion of the EMEA Sales Team

CSafe Global is pleased to announce Mathias Jaehnichen as the new Director of Strategic Life Science Sales EMEA. Mathias is based in Germany and has a strong background in life sciences. He holds degrees in industrial engineering and business administration from the private university NORDAKADEMIE.

