

FROM THE CEO



A Look Forward

In this summer issue of E-Quips, we discuss the benefits and costs of active and passive pallet shippers, design criteria for selection of packaging, and calculating total solution cost. This year, CSafe celebrates the eight-year anniversary of the launch of the first unit in our RKN fleet. We want to share with you an update on the continuing growth of our fleet, new service center locations, and our airline and forwarder partners. In the last eight years, we've all experienced the growth and divergence of the pharmaceutical market. As patient needs, technology advancements, and global shipping regulations change, we see commonality in partner success in those who constantly adapt to the industry evolution. We thank you for continued loyalty to CSafe Global, our air cargo active pallet CSafe RKN and our AcuTemp passive packaging. We will continue to do our best to help you meet your objectives.

– Brian Kohr,
CSafe Global, President and CEO

“It is not the largest that thrive. It is those that are the most capable.”

IN THE SPOTLIGHT

Limitations of Dry Ice

Healthcare product manufacturers, transportation providers, and distributors have a moral, and in most cases, a regulatory responsibility to help ensure the product arrives to the end-user intact. Protection of product efficacy demands use of the latest reliable technologies available. The use of dry ice-based ULDs present an ever increasing burden for shippers of temperature-sensitive healthcare products. If one relies on the ULD technology that uses dry ice to protect products during transit, be sure not to overlook several important factors. Dangerous Goods (DG) and rising fees; dry ice and refrigerated truck availability; and other considerations are adding additional cost and complexity to current processes. What's more, reconfigured crew rest cabins on some passenger aircraft have resulted in lowered dry ice maximums on some aircraft types. In today's world of airline temperature management, the gold standard is fast becoming the compressor-driven ULD. CSafe active ULDs eliminate the headaches that can be associated with the use of dry ice-based ULDs. Ask us how we can assist your business in moving outdated dry ice technology to the superior performance of the CSafe RKN.

For more information, visit www.csafeglobal.com.

NEXT ISSUE

- Total Cost of Solution – Passive Packaging

CURRENTLY AT CSAF

Total Cost Comparison

CSafe has a new pricing tool to calculate the total cost of ownership for active solutions. For more information, please contact your CSafe sales representative.



CSafe Opens Basel Service Center

CSafe Global is proud to announce the opening of a new, full service center serving the Basel, Switzerland area. The recently opened service center is a new location for Airplane Equipment Services (AES), who also supports CSafe in Frankfurt and Cologne. Brian Kohr commented, “The opening of the new service center as of June 1 meets our strategic time line in expanding our RKN service and maintenance network to support our growing customer demand in BSL.”

Continued Service Center Network Expansion

In May 2015, we opened our second West Coast US CSafe managed service center in LAX. Now there are west coast US service centers in LAX, SEA and SFO. The LAX service center supports our biopharmaceutical companies by providing products and services to ensure successful cold chain shipments for our customers.