

## FEATURED STORY



## Introducing CSafe Puerto Rico LLC



In April, CSafe announced the formation of a new division, CSafe Puerto Rico LLC, opening a service center in SJU and welcoming Javier Roman as Director of Sales in one of the world's foremost pharma production locations. CSafe extended its commitment to this key market with the decision to open a dedicated service and support center adjacent to San Juan's Luis Munoz Marin International Airport. The new service center will provide shippers and logistics providers on the island with a one-stop-shop for a full range of supply, lease, drop-off, maintenance, calibration and technical support services for all the CSafe active and passive solutions. Javier commented: "A direct presence on the island is both expected and necessary in order to provide the exacting levels of service, support and compliance demanded by the pharma critical industry in Puerto Rico." The new base in Puerto Rico is part of a strategic design by CSafe to expand its presence in key markets.

[Full Story >>](#)

## IN THE SPOTLIGHT

### AcuTemp Courier Meets Challenge in Western Australia Cold Chain, Part 1

Blood products continue to increase in cost; and loss of product due to logistical issues, transportation equipment failure, or other transport difficulties can create not only financial problems, but also impact costs measured in human lives. The World Health Organization (WHO) has published several resources on the safe storage and transportation of blood products, calling it the Blood Cold Chain Project.

The AcuTemp® PX Courier is a product that can play an important role in maintaining temperature-sensitive product during the final steps of the cold chain. In part II of this blog, we will report on a recent validation study that shows the effectiveness of the AcuTemp Courier solutions used in Western Australia.

[Full Story >>](#)



## CUSTOMER QUOTE

"We have been using the CSafe RKN now for several years to ship our irreplaceable products into Europe and have never experienced a single issue."

- Quote from a Regenerative Medicine Company

## CURRENTLY AT CSAFEE

### CSafe Appoints Tammy Orr Director of Sales NE US and Expands EWR Service Center



In a continuing move to support their growing biopharmaceutical customers in the United States, CSafe Global announced that Tammy Orr has joined them

as Director of Sales. Tammy joins CSafe from FedEx Custom Critical where her career spanned twenty-five years, during which she held senior positions in biopharmaceutical business development, key account sales management and operations. To further facilitate the business growth in the Northeast US, CSafe announced the expansion of their Newark, New Jersey service center to facilitate increased volume. [Full Story >>](#)

### CSafe Facilitates Major Service Center Network Expansion

In addition to the opening of CSafe owned Puerto Rico and Newark service center locations, in the first half of 2016, CSafe added additional service locations in Rome, Vienna and Atlanta. Upcoming 2016 openings will be in Brussels and Narita. Rick Rackley, Director of Quality, stated "These service center openings are part of CSafe Global's continuing commitment to support customers in high-growth locations around the world. We will continue to ensure the CSafe brand is associated with the highest levels of customer and technical support and maintenance." [Full Story >>](#)

## FROM THE CEO



## A Look Forward

In the first five months of 2016, I've spent a considerable amount of time traveling around the world meeting with life science companies as well as our partner airlines and forwarders. No matter where or with whom, conversations have focused on a recurring message: Organizations are being challenged from more directions than ever before. Be they regulatory, financial, operational, quality, supply chain, procurement or top management, the pressure to deliver results as defined in the individual conversations are high. CSafe, as an organization, continues to identify areas in which we can help our customers meet their challenges. Our goal of being your trusted business partner, the one that you come to when you have challenges within your temperature-controlled supply chain, are always at the forefront of our decisions and communications. CSafe continues to evolve around the revolution in new biopharmaceutical solutions and transportation regulations. Built on integrity and manufacturer of an entire suite of active and passive products, CSafe provides solutions to challenges, not just the sale of a product. In this issue of E-Quips, we share with you examples of our expanding service center network and global sales team, as well as our continuing commitment to solution availability and product development.

- Brian Kohr,  
CSafe Global, President and CEO

"It had long since come to my attention that people of accomplishment rarely sat back and let things happen to them. They went out and happened to things."

- Leonardo da Vinci

## PRODUCT UPDATE

### Ensuring RKN Performance and Reliability

Our Preventative Maintenance Rebuild (PMR) program was developed by CSafe following the same principles and practices developed within the aviation industry where reliability and safety are paramount. These processes are not mandated by the regulatory bodies for this product, but CSafe has adopted this approach to ensure operational performance and reliability of the container for our customers and their customers.



## NEWS FLASH

### Sébastien Berrous Joins CSafe as Director of Sales for France and Spain



As part of a vigorous expansion drive and to support a rapidly expanding market presence, Sébastien joins the CSafe Sales team and is responsible for the

company's sales growth in France and Spain. Sébastien commented, "This is a very exciting time to be joining CSafe Global which stands out in the pharmaceutical sector as a dynamic, innovative and customer-centric company. I am looking forward to building on the successes already achieved and growing CSafe's biopharmaceutical customer base". France and Spain together constitute Europe's biggest concentration of pharma production.

[Full Story >>](#)

## NEXT ISSUE

- Lifecycle Logistics
- Selecting the right GPS

## CSafe RKN Instruction

In addition to the current offering of CSafe RKN instructions in six languages on the website, instructional videos are now available at [https://www.youtube.com/channel/UCdK-pH\\_qNVT4var67m25xvw](https://www.youtube.com/channel/UCdK-pH_qNVT4var67m25xvw)

