



E-Quips®



EDITORIAL FEATURE

Regulating in the Real World

Ambient temperature ranges during transportation lack regulation. A recent CSAFE survey confirmed the risk factors...**(see page two)**.

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OVERHEARD ON THE TARMAC

"In a few years, India and China will need all of their own manufacturing capacity to support their own domestic market needs."
Global Airline Director

"In Asia, 60% of shipment delays happen at customs clearance."
Regional Healthcare Director of a Global Integrator

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Myth #3

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FDA Continues to

Tighten the Noose

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ACUTEMP UPDATE

The New Year is a time for reminiscing, giving thanks and making resolutions. As we at CSAFE look back over 2011, we are grateful for the opportunities we have had to expand our business and contribute to the continued success of our valued business partners. We know the cargo that you entrust in our packaging is, in most cases, life-saving or life enhancing, and we take that very seriously. For the coming year, our resolution will be the same as when the company was founded – to develop, invest in, and support our people, our product and you, our customers, to have a positive affect on the quality of life. The CSAFE team wishes you a healthy and successful 2012.

Brian Kohr, President CSAFE, LLC

SPOTLIGHT

CSafe Global Network

The second myth is 'CSafe has a limited fleet of containers and their network is US-centric and not global.'

The truth is, since the founding of our company in 2008, we have continued to increase our fleet size, including the addition of over 100 containers in the last twelve months. All major global airlines, except two in their final stages of approval, either are partnered with, or fly, the CSAFE AcuTemp RKN. We have partnered with most of the major global forwarders and specialty couriers with several now leasing our container on behalf of their customers. We continue to add to our global service network of over 20 locations with many new additions in 2012. Through continual communication with our partners and customers, we are able to anticipate

and adapt to quickly changing short and long term requirements.

We are in this business to ensure successful shipments. Nothing less will do. Unlike older container fleets that may experience shortages due to repair or replacement or even inconsistent performance, CSAFE has a more advanced technology, features and benefits, along with a best in class maintenance program, to ensure our containers are in optimum working condition, **when** you need them and **where** you need them to be.

Fact: "It's not the size of the dog in the fight, it's the size of the fight in the dog." Mark Twain.... CSAFE has hundreds of containers in our **global network** and we continue to add to our fleet, our service center locations and our global partners.

NEWS UPDATE

CSafe Announces Strategic Master Lease Agreement with DHL Global Forwarding

In November, CSAFE announced that DHL Global Forwarding signed a master lease agreement for CSAFE's active temperature-controlled containers. The agreement enhances the product offerings provided by DHL service in meeting the needs of healthcare and pharmaceutical customers that require strict temperature control of their products during transport.

"We are the first European-based freight forwarder to sign this type of leasing agreement with CSAFE, thus expanding our services for Life Sciences customers and leveraging our leadership role in the market," says Laura Ackermann, Global Head Life Sciences Operations, Air Freight, DHL Global Forwarding.



Source: Deutsche Post AG

"DHL has a reputation for providing its customers with solutions that provide significant overall value. We are excited that DHL Global Forwarding will now be able to offer our best in class container to their customers worldwide," stated Brian Kohr, President of CSAFE. "We are confident that DHL customers will benefit from the reliable performance of the AcuTemp RKN, in addition to the attention to detail offered by DHL, in meeting the cold chain logistical needs of their customers."

EDITORIAL FEATURE

Regulating in the Real World

Regulatory compliance within the pharmaceutical cold chain in Europe can be challenging, particularly as individual regulatory agencies may have contradictory rules and guidance. However, one area that is particularly clear is that of regulated ambient temperature ranges during transport which has been identified as a “gap” in the temperature-controlled supply chain.

A recent CSafe survey confirmed the risk factors inherent with this “gap”. While the gap is identified and recognized, it is ultimately the manufacturer/shipper that carries the weight of true ownership and responsibility for temperature management. Closing this break within a sometimes-complex network of supply chain stakeholders needs to be carefully managed in order to ensure that the Qualified Person (QP), who in the EU holds legal responsibility for releasing the product to market, is not faced with making a difficult decision because of evident breaks in temperature control during transportation.

Greater regulatory compliance at all temperature ranges is needed to remove this breach and biopharmaceutical shippers

are increasingly reliant upon more efficient packaging solutions to consistently maintain temperatures within their supply chain.

The future of how regulations will be interpreted is not yet clear but one thing is - to keep life-saving medicines out of the “gap”, many companies rely on more effective packaging solutions that accurately maintain temperatures while maintaining data records.

CSafe provides the packaging solutions that enable shippers of temperature-sensitive biopharmaceutical products to efficiently close the gap. What are you doing to close the gaps in your cold chain?

Valerie Rowlands, Director of Business Development/EMEA

FAQ

Q: What are the approved certifications for the CSafe AcuTemp RKN?

A: The RKN was the first FAA-approved active compressor-driven air cargo container for pallet-sized shipments. The container also has approvals from EASA, Transport Canada as well as from Israel, Ireland and Hong Kong.

WHAT'S GOING ON AT CSAFE

EMEA Update

The CSafe Team continues to provide training and operational support to our shipper, forwarder and airline partners in the EMEA. At the Air France Facility in Paris, (CDG), over 40 commercial and operational team members attended the internal training.

At a recent event in Basel, Switzerland, the CSafe Team provided training and a demonstration of the AcuTemp RKN. Pictured left to right: Alain Schneider, Federal Express Europe, Inc.; Florence Martignon, Novartis Vaccines & Diagnostics Services AG; and Lisa DeMali, FedEx Custom Critical. Please contact CSafe, if you require training, support or a demonstration.



Amerijet

Amerijet (M6) is now authorized by the FAA to fly the CSafe RKN between Miami and the important pharma producing market of San Juan, Puerto Rico.

UPCOMING EVENTS

We will exhibit at the 11th Annual CoolChain Logistics Europe in Basel, Switzerland January 30 through February 1, 2012.

Please stop by **Booth #58** to see our newest temperature-controlled management solutions.



Expeditors International Healthcare GLC

Mark Mohr, Director of Partner Management, presented an update on behalf of the International Air Transport Associations' Time and Temperature Task Force at the recent Expeditors International Healthcare Global Logistics Conference. Mark is a member of the Time and

Temperature Task Force charged with enhancing and expanding airline regulations related to proper handling of temperature-controlled healthcare shipments.



CSafe Training at Singapore Airlines Cargo

More than 20 operational staff members from Singapore Airlines Cargo (SQ) participated in CSafe handling training at the Changi Coolport facility. The SQ staff members on hand represented stations throughout the SQ system.

AcuTemp UPDATE

CSafe is AcuTemp's sister company, but the relationship is much closer than that of ownership. The key to both AcuTemp and CSafe product performance is the unmatched insulating efficiency provided by ThermoCor® vacuum insulation (VIP). Backed by two decades of research and innovation, ThermoCor boasts superior insulating properties that translate into longer hold times and superior temperature control. In addition to thermal efficiency, the lightweight and less bulky features of ThermoCor allow for a high degree of design flexibility, increased payload size and reduced weight. Look for new AcuTemp packaging design introductions in 2012.

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