

FEATURED STORY



CSafe Global Extends EU Product Offering

At the 2016 Cool Chain show in Frankfurt, CSafe Global launched a CE approved high-performance mobile refrigerated/frozen container for transporting sensitive biologic, vaccine and blood products. The AX56L offers superior temperature management, including a Refrigeration Mode and a Freezer Mode, along with heaters for low ambient temperatures. The AX56L is CE certified and registered with the FDA to adhere to 21 CFR Part 820 and is a 510(K) exempt Class II medical device. There are currently over 5,000 AX56L units (formerly marketed as HemaCool®) in service in high demanding disaster relief, combat and humanitarian zones around the world. The introduction of the EU CE compliant AX56L is yet another milestone in CSafe's strategic plan for continued growth in the EU. In 2015, CSafe launched REPAQ® passive packaging program tailored toward the challenges of biopharmaceutical shipping in Europe, extended passive packaging CRT solutions and initiated a new one-way lease option program to allow Lessees to end their lease in an additional 20 locations with CSafe handling the container return transportation.

[Full Story >>](#)

IN THE SPOTLIGHT

Extended CRT Options for AcuTemp Courier

The AcuTemp® brand line of couriers has been extended to include CRT – both 2-25°C and 15-25°C. The courier is a simple-to-use, reusable temperature management system with multiple sizes, temperature ranges and durations designed to protect vital shipments during last-mile delivery. Easy mobility options include handles, adjustable shoulder strap and cart adaptability.

[Full Story >>](#)



CURRENTLY AT CSAFEE

2015 Year End Results

- Increase in # of associates in technical support and customer support.
- Largest % of RKN fleet growth in the industry.
- Increased RKN fleet by 300 units in 2015, with another 300 planned in 2016.
- Increased service center network and started opening up our own service centers around the world to ensure quality. We will be adding 7 more service centers in 2016.
- A customer service, leasing and data reporting system fully developed and being implemented.

Lufthansa

Lufthansa and CSafe Global announced the conclusion of negotiations which will result in a dedicated fleet of CSafe RKN containers being offered by the carrier for lease via their Cool/td-Active service offering. [Full Story >>](#)

CUSTOMER QUOTES

“TCO should be taken into decisions around packaging and mode as changing mode changes packaging requirements.”

- Director from Global Integrator

“Our products are so valuable, internal conversations are not about the cost of logistics, but the cost of noncompliance.”

- Sr Director Global Biotech



Left to Right - Dr. Alexis von Hoensbroech, member of the Lufthansa Cargo Executive Board, responsible for Product & Sales and Mark Mohr, CSafe's Director of Customer Support and Partner Management.

FROM THE CEO



A Look Forward

We hope that 2016 has had a prosperous beginning for each of you, from enjoyment with your families to the success of your business. As we continually understand more about our customers' and partners' needs, we modify our offerings and how we go to market to ensure that we provide you with the most value. Some of these items are the addition of more CSafe owned service centers, establishing several new EU regional sales offices and the realignment that will require, and expand, the CSafe and AcuTemp brand product offerings to include a wider range of solutions. This issue of E-Quips will present information on CE product certification, new partners within the CSafe network and new leasing partner services. With our extensive range of both active and passive solutions, from full-size ULDs to smaller hand-portable units, and with a variety of buying and leasing options available, CSafe will continue to offer options to provide the best cold chain solutions in terms of performance and cost.

- Brian Kohr,
CSafe Global, President and CEO

"Perfection is not attainable,
but if we chase perfection we
can catch excellence."

- Vince Lombardi, US Pro Football Hall of Fame

PRODUCT UPDATE

More Solutions Mean More Options

CSafe Global manufactures the CSafe® brand of active containers, AcuTemp® brand passive packaging and hand-held mobile carriers, and is the exclusive manufacturer and provider of ThermoCor® vacuum insulation. Each shipment is as unique as the patient at the end. Look to CSafe to provide you the right solution for your need.

Keep it
CSafe

GPS - Can You?

Yes, CSafe containers are able to support GPS tracking and data systems. Many customers place their selected device, along with their payload, inside the CSafe RKN. We support this technology. Please check with your logistics partners to ensure airlines have approved your preferred GPS device. Feel free to contact CSafe Technical Support for guidance and suggested solutions.

NEWS FLASH

CSafe's CATS Customer Portal

CSafe's CATS, Container Automated Tracking System, is now live, allowing CSafe's Lessees access to a searchable database of current and historical lease and container data, unlimited, on-demand log file decryptions, preformatted reports, critical tools and other valuable resources. Contact CATS@CSafeGlobal.com for more information.



NEXT ISSUE

- New additions to the CSafe Global sales network.
- Grand opening of the CSafe Newark Service Center.



Introducing a New Series of CSafe Global Product Videos

Over the next several months, we will complete a series of CSafe and AcuTemp brand product videos. First in the series, the CSafe RKN provides effective temperature management even in extreme and fluctuating ambient environments.
<https://www.youtube.com/watch?v=DRdHxf9dvvs>