

EDITORIAL FEATURE

Everyone knows the mantra – reduce, reuse, recycle – but reusing temperature-sensitive packaging has not been the normal practice...



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CUSTOMER QUOTES

“We started shipping approximately 25-30 CSafe RKN’s into Europe last July. We are seven months into our relationship with CSafe and have not experienced one single temperature excursion or issue.”

–Global Transportation Manager,
Life Science Company

“We have a customer that is looking to launch a new, high-value product into the US and we believe CSafe is best suited to handle our customer’s product.”

–Branch Manager, Asian Based Forwarder



NEWS FROM THE CEO

In 2014, we shared with you our successes, achievements and blessings that included the expansion of our manufacturing facility and workforce; the increase of our RKN fleet size by 45%; the opening of our SFO CSafe managed service center; and FAA upper deck approval for the CSafe RKN. In 2015, we are committed to a build rate of a new RKN each day while ensuring the quality you demand and expect from us. We have improved our passive packaging designs to deliver better performance at lower costs with complete qualified VIP solutions starting at \$30USD. And, to support the growing need for socially responsible packaging, we are providing our successful US REPAQ program to EU customers. Have a great 2015.

One world. One cold chain. One mission.

“For time and the world do not stand still. Change is the law of life. And those who look only to the past or the present are certain to miss the future.”

–John F. Kennedy

Brian Kohr,
CSafe Global, President and CEO

NEWS UPDATE

Keep it CSafe



CSafe is the largest producer of actively controlled mobile refrigeration units for biopharmaceutical companies and healthcare organizations. Our solutions include AcuTemp® brand passive packaging and hand-held mobile carriers, and the CSafe® brand of active containers. CSafe is also the exclusive manufacturer and provider of ThermoCor® vacuum insulation. Our extensive offering of temperature-sensitive solutions will enable you to “Keep it C°Safe”.

CSafe RKN Fleet

As CSafe increases the build rate of our industry leading RKN to one container every day, it is important to note that CSafe continues to have the newest and most reliable fleet in the industry. It will remain that way as we rebuild our units every three years. We find that the combination of our preventative maintenance program and three year rebuild policy enables our customers to have access to the most reliable active containers available. We are committed to continuously meeting our customers’ requirements of not only RKN availability, but also reliability, because a successful shipment is the only acceptable outcome.



SPOTLIGHT

Pharmaceutical Manufacturer Streamlines Efficiency of Packaging Program

When a pharmaceutical manufacturer needed to streamline their current passive packaging offering without forfeiting product quality or efficacy, they contacted CSafe. The new program was focused on reducing the number of packaging SKU's required, standardized pack outs, adhering to stringent ambient profiles, decreasing shipping cost, all while providing a program to decrease their carbon footprint.

CSafe met the challenge with our REPAQ® thermally re-qualified shipping program. Upon ground return to a CSafe facility, we inspect the insulated shipping boxes, clean them, and then thermally re-qualify them to ensure their thermal integrity prior to reuse.

The customer noted, "CSafe worked closely with us in weekly progress meetings by making us an integral and active contributor to the program's success. REPAQ allows the safe reuse of the AcuTemp brand packaging while reducing our carbon footprint and our clients love it."

For the complete blog, visit www.CSafeGlobal.com.

Passive Packaging Capabilities

CSafe Global's AcuTemp brand has been providing temperature management solutions since its founding more than 25 years ago. The passive solution assortment includes packaging for 2-8°C, CRT and frozen shipments (-20, -40 and -60) with temperature hold times from 12 to 240 hours. Our combination of packaging components allow for greater flexibility, lower freight costs, greater hold times and our easy to use designs reduce pack out time and costly operator errors.

EDITORIAL FEATURE

Growing Numbers of Pharmas are Thinking Outside the Box

Everyone knows the mantra – reduce, reuse, recycle – but reusing temperature-sensitive packaging has not been the normal practice in the pharmaceutical/life science sectors. However, changes are afoot.

Nadine Siqueland, VP Global Sales for CSafe, explains, "Reducing the amount of packaging going to landfill is a priority for corporations and governments and one of the best ways of achieving this is to reuse as much as possible, as often as possible."

However, in the pharmaceutical supply chain, reusing packaging has not been normal practice as packaging degrades with time and transportation conditions and the extent of the degradation (and thus performance) cannot be gauged by eye. This is one of the reasons why CSafe introduced REPAQ® in 2011, the first reuse packaging program that thermally re-qualifies packaging prior to reuse. In 2014 alone, customer participation in CSafe's REPAQ program grew by 47% and customer's return levels are between 55 and 81% (averaging 74%) with significant savings in the reduction of both landfill and program costs.

Nadine added, "Expensive passive packaging is widely reused, but many in

IQPC Frankfurt

CSafe exhibited their passive and active solutions at Cool Chain Europe 2015, launching the REPAQ program for its passive solutions. Cool Chain Europe is an annual event in which supply chain and quality assurance leaders gather to discuss the future of the temperature-controlled logistics industry. There was much discussion regarding the implementation of the relatively new GDP guidelines. Supply chain challenges related to cost initiatives driving modal and packaging decisions were topics of several sessions.

the cold chain have been wary of reusing other insulated packaging because they could not guarantee its performance more than once. However, based on REPAQ's historical performance, when packaging is professionally re-qualified to ensure its viability, then it is safe to reuse again and again."

With solutions starting at \$30USD, reuse is not a requirement to get the cost and performance benefits of VIP passive solutions. However, REPAQ does provide another reason for the change.

For the complete blog, visit www.coldchain.co.



WHAT'S GOING ON AT CSAFEE

CATS System

CSafe will be introducing industry-leading access and support tools designed to enhance your RKN customer service experience. Customer-focused, ease-of-use resources will dominate the content contained within a secured, user-specific online portal. Watch for our advanced RKN functionality initiatives, coming soon!

Jeff Sitzlar Receives the 2014 Sales Director of the Year Award



In January, CSafe's global team of Sales Directors attended their semi-annual meeting. Jeff Sitzlar received the first annual Sales Director of the Year Award

presented by CEO Brian Kohr. Jeff has been with CSafe for three years and has been involved in the pharmaceutical cold chain industry since 2003. Brian Kohr commented, "Jeff is extremely dedicated to his customers. The level of service he provides is an example of what we are working to achieve with our vision...to be the most trusted name in the cold chain".

CSafe Global Provides Easy Access to Our User Guide Translations

CSafe Global is committed to insuring that those who use our equipment globally have the training and instructions needed to successfully operate and maintain the CSafe RKN. Customers and partners can download CSafe's RKN instruction translations in English, French, Spanish, German, Italian and Danish.

Next Issue

Redundancy Versus Quality
The Reliability Questions...



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