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Mark Mohr joined CSafe Global in July 2011 and he currently serves as Director of Customer Support and Partner Management for the organization. Mark has over 30 years of experience in sales, business development, marketing, process management, as well as more than 15 years' experience in the air cargo business.

Mark serves on the International Air Transport Association's Time and Temperature Task Force, charged with enhancing and expanding airline regulations related to proper handling of temperature-controlled healthcare shipments.

Ensuring that your shipment stays at the required constant temperature throughout the delivery chain requires the right packaging and handling as the cost of losing an entire shipment of product to spoilage and the associated damage to your business could be disastrous.

During transit, a consignment could be affected by ambient temperatures that can fluctuate by as much as 60°C during a given shipment. It is, therefore, essential that the temperature inside the sealed container with your precious cargo stays at a constant temperature and, more importantly, that the temperature can be easily monitored and logged throughout the journey.

A recent CSafe example that highlights this was a pharmaceutical shipment that was collected from a factory in Israel and transported by air freight from Ben Gurion airport, Tel Aviv, to Newark Liberty Airport, USA, and then onward by truck to its final destination. This shipment was of product requiring a CRT environment, thus the payload needed to stay at a relatively constant 20°C throughout the 43 hour journey.

The goods were transported by temperature controlled truck to the airport's storage facility where it was loaded into CSafe RKN containers which were set to 20°C, though the CSafe has an onboard data logger, the client attached data loggers to each skid and the CSafe RKN units were sealed and stored overnight.

The CSafe RKN has an external digital display that not only allows real time viewing of internal temperature but monitors and records incidents that could affect the product temperature. The internal temperature of the goods varied by no more than 0.1°C at any time over the 43 hour journey, despite the ambient temperature fluctuating by 35°C during this shipment's transit.

In Newark, customs and US Government Regulatory Authorities could easily see that the temperature had been held constant and, despite the ambient temperatures, the CSafe unit was unaffected. The shipment was transported by truck to its destination in perfect condition and the RKN's battery life was never challenged.

Keeping goods at 20°C could have been a challenge for the freight forwarder and the pharmaceutical manufacturer because many air freight solutions are not designed to allow this flexibility in set-points. In stark contrast, CSafe containers can be accurately set to The Right Temperature® (from 4°C all the way to 30°C) and then will maintain that payload set point throughout the delivery, even in extreme ambients from -30°C to +49°C.

It is currently estimated that 25% of all transportation losses in the pharma industry are as a result of temperature excursions. It is expected that sensitive biopharmaceuticals will account for 8 out of 10 pharma sales by 2015. This level of loss is not sustainable for the insurers, pharmas, their customers and patients. This is one of the reasons that the regulations on accepting temperature controlled goods are constantly under review by government agencies in almost every country

A 35°C fluctuation in ambient temperature is not an exception in pharmaceutical transportation and proves the need for every pharma shipment to have a superior temperature management during transit.