



E-Quips®



EDITORIAL FEATURE

Rate Stability

It is common in today's business environment to be notified by suppliers about rate or price increases. CSafe brings you refreshing news.

NEWS ON THE NET

01 Service Centers

02 Partners

03 EQUIP®

04 Tradeshows and Upcoming Events

OVERHEARD ON THE TARMAC

"We are impressed with the CSafe RKN functionality. Combined with our direct service to the US major gateway cities, our cool chain solution is brilliant."

- Overhead at a recent CSafe training event in Ireland,

"Despite what appears in the press, there is no way healthcare product manufacturers will trust their high value, time sensitive products to ocean transportation."

- a former cargo product manager at a major airline.

NEXT ISSUE

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ACUTEMP UPDATE

On Monday, October 8, 2012, we announced the acquisition of CSafe from AmSafe Inc. and the merger of AcuTemp and CSafe into one company – CSafe. On behalf of our combined global workforce, I want to share the pride that we feel in creating a company that can provide our life science customers a global cold chain solution source for both active and passive solutions.

As sister companies, CSafe and AcuTemp shared common business cultures, goals, missions and visions that make our new organization a comprehensive combination of product, people and service. Our merger represents a pooling of the expertise of two major cold chain solution companies into one company with enhanced capabilities to develop our existing products and services, and bring even more to the global cold chain packaging market. Our company name is now CSafe and we will continue to offer the CSafe, AcuTemp and ThermoCor branded products. Extensive planning has gone into ensuring a seamless transition that we hope will enhance our existing high levels of customer service. Your current global representatives will remain the same. We will continue to be grounded by the same guiding principles – to offer quality products and services centered on sincerity and business integrity that ensure successful shipments of your products. By combining resources, CSafe will now be leading the industry as the global total cold chain solution provider.

This is the start of an exciting phase of our expansion and we will continue to provide you with updates on our website, in our news bulletins and E-Quips. "Never doubt that a group of thoughtful, committed people can change the world. Indeed, it is the only thing that ever has".

- Margaret Mead.

Brian Kohr,
CSafe President and CEO



NEWS UPDATE

Developing Regulatory Standards for the Aviation Industry

As part of the company's commitment to safe and successful operation of active containers, we participate in several key industry committees that define the operational and regulatory requirements that the airlines have to operate with regards to active containers. The goal is to ensure the safety of the passengers and crew on the aircraft.

One of the most important standards currently under development is Aerospace Standard "AS 6163 - Temperature Controlled Container - Compliance Requirements & Test Parameters" by the Society of Automotive Engineers (SAE). This new standard is being developed based

upon a need for clearly defined requirements by the industry and at the request of the United States Federal Aviation Administration (FAA). As the sponsor of this document, I have been working directly with the regulatory bodies, airlines and other container manufacturers to create a standard that can be used as the basis for new FAA and EASA approvals. The benefits of consistent global industry performance standards are clear.

CSafe continues to stay involved in developing industry requirements so that we may continue to design and offer products that not only meet global regulatory requirements, but comply with CSafe's own commitment to safety and airworthiness best practices.

Jonathan Neeld,
CSafe Engineering and Certification Manager

SPOTLIGHT

IQPC Chicago –

During the recent IQPC event in Chicago, it was revealed that customers are experiencing increasing levels of temperature excursions when non-active pallet shippers are utilized. Customers went out of their way to tell CSafe that they are looking for solutions from us that offer up the required performance while generating cost savings for their respective businesses. The CSafe cost tool is one way to identify potential cost

savings. Contact your CSafe representative for access to our savings calculator and find your savings opportunity.



EDITORIAL FEATURE

Rate Stability

Who is not feeling the pressure to reduce costs? We know the increasingly competitive environment our customers operate in, and are therefore happy to communicate the following.

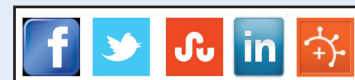
Our philosophy at CSafe is to provide temperature-management solutions that ensure the successful delivery of our customer's life enhancing products. Every member of the CSafe team recognizes that the patients receiving the products that are transported in our containers depend on us meeting and exceeding our customer's expectations every single day. As we continue to grow, we are applying significant resources to the development of our business. We are dramatically increasing our RKN fleet size, creating new products and services, and expanding our customer support functions. Of course, we continue to focus on our most valuable resource, our people. We make our investments ensuring the quality of our products and ensuring superior customer service. We make all of these investments wisely. Therefore, we are pleased to

inform you that contrary to market trends, CSafe will **not** be increasing our lease rates. This is the third year in a row that we have been able to report this news.

As our customer, you can expect that we will continue to invest the resources required to ensure that CSafe remains the premier supplier of temperature-management solutions to the healthcare industry. We will continue to serve you and your business as a trusted partner today, tomorrow and in the future.

COMMUNITY-QUIPS

CSafe has a social network to support our global communication initiatives and to take advantage of real-time delivery of news updates. You may reach CSafe using FaceBook, LinkedIn, Twitter and through our blog sites.



WHAT'S GOING ON AT CSAFE

KUEHNE+NAGEL MLA

Kuehne + Nagel announced the signing of a Master Lease Agreement to complement and enhance their KN PharmaChain supply chain service developed specifically for the pharmaceutical and healthcare industry. The agreement adds the best in class CSafe RKN to Kuehne + Nagel's health care product portfolio.

CSafe Event at Incheon Airport

CSafe conducted a multi-day event that included hands-on demonstrations of our RKN. There were more than 50 attendees from our airline partners, forwarders and pharmaceutical shippers at our newly opened Incheon Service Centre. Mark Mohr, CSafe Director of Partner Management, presented an update on IATA's Chapter 17 which deals exclusively with the transportation of temperature-sensitive healthcare products by air. Kathy Goh, Director of Business Development APAC, conducted the visitor interactive demonstrations.

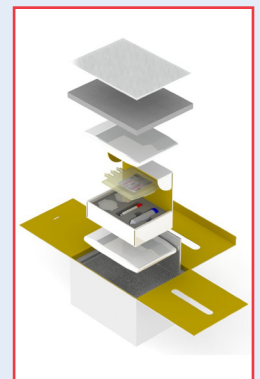


AcuTemp UPDATE

The Performance of VIP, at EPS Pricing

AcuTemp recently introduced a new passive packaging design that offers the performance of VIP at the price of EPS. The innovative design continues to utilize the superior thermal attributes of ThermoCor VIP but with an EPS protective buffer.

The combination of packaging components creates a multi-fold or spacing design that allows flexibility in assembly and shipping, at a very attractive price. Contact your CSafe representative for more information.



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