

## FEATURED STORY



## Maintenance of Active ULD's and Its Positive Impact on Operational Performance and Longevity

Maintenance of any mechanical system is paramount to ensure optimal and consistent operational performance and service life of equipment.

Prior to launching the CSafe RKN, we heard concerns from life science companies indicating that they were experiencing over a 30% difference in the performance and direct outcomes of older containers when compared to newer containers. This difference in performance becomes problematic for the quality and validation departments who have to make difficult justification for the continued use of older containers, as the original qualification testing was performed on newer containers. Several life science companies have smartly, in fact, implemented policies of accepting only containers of a certain age (i.e. accepting only a certain container serial number or higher). This burden is not something we wanted to place on our customers.

At CSafe Global, we embrace this philosophy and made a commitment from day one of launching our active RKN container fleet that we would provide the best maintenance program in the industry. [Full Story >>](#)

## NEWS FLASH

### Extended One-Way Lease Options Available

CSafe Global is pleased to announce a significant expansion of its available one-way trip lease options. Now CSafe Lessees can return CSafe RKNs at no fee to more than half of the service centers in the CSafe network. In addition, new one-way options allow Lessees to end their lease in an additional 20 out-of-network CSafe locations with CSafe handling the container return transportation for a small additional fee.

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## CURRENTLY AT CSAFEE

### American Airlines Cargo

CSafe and American Airlines Cargo finalized a master lease agreement that allows the airline to offer leasing options for the CSafe RKN via American's Expedite TC° program. In September, CSafe helped AA Cargo celebrate the opening of PHL Expedite TC°, a new facility that represents a significant investment by AA Cargo to develop its cold chain capabilities in a region critical to the production and distribution of temperature-sensitive healthcare products. CSafe also participated in the celebration at a special customer event held at Thorpe Park near LHR. [Full Story >>](#)

## CUSTOMER QUOTES

"We shipped 90+ CSafe RKNs from the US into Latin America over a 14 day period. We experienced no container availability issues and zero excursions."

- **North American Supply Chain Director, Life Science Company**

"Our organization has been working with CSafe for a number of years now. Their flexibility in leasing and return processes has helped us gain business we couldn't touch in the past!"

- **Vertical Healthcare Manager at a Major Forwarder**



Left to Right – Mark Mohr and Valerie Rowlands, CSafe, and Alex Over, Expeditors

### Expansion of the Asian Sales Team – Kevin Lee



CSafe Global is pleased to announce Kevin Lee as the new Director of Sales, Korea. Kevin is based in Incheon and will be responsible for CSafe's comprehensive suite of active and passive cold chain shipping solutions. [Full Story >>](#)

## FROM THE CEO

# A Look Forward

October was an exciting month for the pharmaceutical cold chain community, or as some in the industry would like it changed to 'the secure temperature managed supply chain'. CSafe attended the IQPC in Boston and the HPCLC conference in Chicago. Areas of concern focused on security of products, new regulations, modal shift challenges and ensuring performance while delivering cost improvements. All of us as providers of services and products related to the successful delivery of life-saving biopharmaceuticals, are constantly striving to stay ahead of upcoming regulations that can delay or detrimentally halt the timely delivery of temperature-sensitive biologics. Meeting together at industry conferences and forums reinforces that, although competitive, we all have the same challenges to continue to satisfy our communal end user – the patient and, that jointly, we can all share in improvements.

Simply put: Things change. They evolve. They move. You need to anticipate that and respond accordingly. At CSafe Global, we will continue to stay vigilant to the needs of our partners and customers and the demands of global regulatory requirements, while never taking our eye off the ultimate definition of success – enabling patients to have what they require, when they require it and at The Right Temperature®.

– Brian Kohr,  
CSafe Global,  
President and CEO

“A good hockey player plays where the puck is. A great hockey player plays where the puck is going to be.”

– Wayne Gretsky

## IN THE SPOTLIGHT

### ‘Store in a cool, dry place’ ‘Bring to Room Temperature before use’

But therein lies a familiar puzzle – what is ‘room temperature’? And what is a ‘cool, dry place’? What’s ‘cool’? What’s ‘dry’?

Those two statements will probably be familiar to many of us who actually bother to read product labels or even those who enjoy making an attempt at cooking. Many recipes call for food ingredients, such as fresh meat, that have been held in a refrigerator to be brought up to ‘room temperature’ before cooking.

It’s a problem that continues to draw significant attention within the pharmaceutical distribution and storage environment. Over the years, we have become familiar with the requirements of what we know as ‘cold chain’ shipping and with it, the need to maintain temperatures between +2°C and +8°C. To many, this has become more straightforward, as providers have developed a range of both active and passive solutions that satisfy the needs of complex international distribution.

[Full Story >>](#)



## NEXT ISSUE

- Total Cost of Ownership
- Customer Advisory Board

