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COOL TIMES

The Quarterly News Letter of the Cool Chain Association



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Message from the Board

Quality is not a coincidence; it's the result of intelligent decisions

By Robert Arendal, Chairman of the Cool Chain Association.

According to Forbes in April this year, there is an estimated US\$ 35 billion annual waste in perishable goods due to poor handling and temperature control during transport.

This is a staggering figure considering the technology and knowledge for the correct and proper handling of perishables that are available today to the transportation industry. Not only is it a totally unnecessary waste of PTSP's (Perishable and Temperature Sensitive Products) and money, but also a sad reality of mankind's total lack of respect for products that are continuously becoming more expensive and in shorter supply in order to meet the demand of a growing global population. While PTSP's might not necessarily be destined to the world's poorer population, the fact remains that 1.9 billion people still live in poverty and consequently, waste of such staggering amounts is immoral and hardly reflect human intelligence.

In the Cool Chain Association (CCA) we have been working with both IATA and many other organizations in order to spread the awareness of correct handling and transportation of PTSP's. Our own indications are that up to 30% of the PTSP handled and transported are wasted or the quality reduced to such an extent that the products lose their value or are rejected by the consumer. Furthermore, the shelf life of the products might be reduced with the result that they might no longer be safe to sell, resulting in waste and loss of revenues.

And the irony is that it does not take much to correct the situation and often at very little extra costs; costs that are easily justified and outweighed by a reduction in waste and lost revenue. All it needs is to adjust mainly the procedures and control of handling and transportation of the PTSP's. The Cool Chain Quality Indicator Master Tables of the CCA in combination with the IATA Perishable Cargo Regulations are clearly the best way to improve the quality of service, reduce waste and increase revenues by being a "recognized" service provider for the PTSP industry.

As an example, the CCA is working together with IATA and the PDA towards producing a globally recognized label for PTSP's; a label that also indicates the temperature to be maintained throughout the complete transportation from origin to destination. While it is important that the required temperature should be stated in the shipping documents, it's equally important that a PTSP label on the cartons or boxes also mention the required temperature, view the fact that the shipping documents rarely are seen by the people that physically handle the shipment in the warehouse, trucks or on the tarmac of the airport.

Consequently, by applying the CCQI Master Table guidelines as well as applying for a CCQI certification, logistic service providers and airlines as well as shipping companies can seriously improve their performance. The CCQI's are a very important tool when a company wishes to revamp their business strategies to survive increasing competition as well as reduce waste and claims – thus improving customer satisfaction.

Applying the CCQI's is part of the competitive edge and a way to improve efficiency, productivity, profits and customer quality satisfaction.

Quality is not a coincidence; it's the result of intelligent decisions.

Review: CCA Workshop “Cool Pharma”



In Brussels, the capital city of Europe, the Cool Chain Association (CCA) invited cool chain providers, pharmaceutical companies and certification bodies to the workshop “Cool Pharma”.

Most CCA members and many new faces followed the call and met in Brussels to discuss the needs of temperature controlled transport of pharmaceuticals for two days. And there is a demand: the growth of pharma sales is tremendous. It grew from \$298 billion in 1998 to \$602 billion

in 2005. But the Pharmaceutical Industry demands further quality improvements in the handling and transportation of the pharma products, for example an unbroken cool chain, careful handling and last but not least more transparency in the logistic process. To reach that quality level of service the industry needs “logistic standards” – similar to the requirements in the “Perishable Industry”. Consequently, adopting the CCA Cool Chain Quality Indicator-Master Tables (CCQI) for the Pharmaceutical Industry could be a logic solution. The Industry has been successful in developing this new standard for the transportation and handling of PTSP - with the objective to improve the quality within the PTSP logistics as well as reducing waste and claims.

Several guidelines and standards for pharma products have already been generated by different groups such as PLF (Pharma Logistics Forum), PDA (Parental Drug Association), WHO (World Health Organization), IATA (International Air Transport Association) and the European Union with their GDP (Good Distribution Practices) Standard. Therefore it was necessary to also compare these standards with the CCQI's, bringing all these groups with different business knowledge together at one table and unite the knowledge of all into a separate standard.



Panalpina, being sponsor of the event, Bayer Healthcare and LifeConEx (a joint venture between DHL Danzas Air & Ocean and Lufthansa Cargo) led a panel discussion where the similarities and differences between food and pharma were presented. Also discussed was the question of what the pharma industry expects especially from their supplier and of course from the CCA. The panel recommended to develop comprehensive quality agreements and to utilize technological advances to further enhance the need for full transparency.

Furthermore there is a strong demand to develop common jurisdiction which regulates global air transport. Introducing relevant training in “Temperature Controlled Airfreight Handling” was also one point of the long list of recommendations.

A presentation on the “airline’s view on the logistics of the pharmaceutical industry” was given by Cargolux Airlines. The need for the right process and the need to create awareness about the pharma products within the logistic network were expressed strongly. It is necessary to understand the needs of the customer and to simplify the process for the people handling the goods, while still maintaining the specific needs of the pharma industry.



A further highlight was the presentation by GSK – GlaxoSmithKline Biologicals, who presented an example on how a vaccine manufacturer manages his cold chain distribution. GSK expressed what their expectations of the suppliers are and what limitations they face. This led to a discussion where the attendees exchanged the views to understand what the future cold chain transport could be like.

The CCA would like to follow the demand of not only their members but also the Industry in general in order to find a standard that would unite the parties and harmonize the cool chain of pharmaceuticals. Therefore the CCA will form a working committee “Cool Pharma” to generate such a standard during the next month.

The conclusions of this successful CCA event was summarized by the fact, that it’s extremely important for all the parties in the logistic chain to work closely together, combined with open and frank discussions on where and how improvements of the flow of pharma products from manufacture to client can be made;

Let’s work together and harmonize the cool chain!

News

Meeting on Cold Chain Logistics



The booth of Integra2

On November 10th 2008, a special event took place in Madrid with the participation of CCA Secretary General, Christian Helms.

The CCA has been invited to the first meeting on Cool Chain Logistics, organized by ITENE as part of the Logitrans to send a representative speaking about the challenges the cool chain industry faces.

ITENE (Technological Institute of packaging, transport and logistic) is mainly active in implementing management systems and offering general solutions for the logistic sector.

Based in Valencia, the institute employs more than a 100 people in logistic services and has been in contact with the CCA especially regarding the CCQI Standard since a long time. As ITENE has an important voice in the Spanish logistic market, Mr. Helms followed the invitation to represent the CCA and its work.

During the conference, the focus was set upon management solutions for cool chain logistics and the use of technological features to support the work of the cool chain suppliers. The most important questions were about how to manage the cool chain, which technologies to employ and how to trace the products. A highlight was the case study of the successful implementation of CCQI in the management of Integra2, a member of the CCA since 2004. As the certification of management systems is crucial in the Spanish market, the focus on CCQI being an exemplar for how to manage the cool chain can be seen as a success for the standard and the CCA.

The meeting was an appealing opportunity for the CCA to get to know how the industry is responding to the CCQI and to stress the importance of its work. Furthermore, it fits in the objective of the CCA to be present at industry relevant conferences and fairs.

Paris-Vatry Airport hosted the Cool Chain Association at Air Cargo Forum in Kuala Lumpur.

TIACA – The International Air Cargo Association – held its biennial exhibition *Air Cargo Forum* in Kuala Lumpur, Malaysia. As usual, this show has brought together the majority of the world cargo industry leaders.



Among the 220 exhibitors and the large audience of visitors from 60 countries, Paris-Vatry Airport had an 18 sqm-booth presenting its activities through different roll-up posters, a brand new brochure, and took advantage of this exhibit to emphasize the CCA values equal to its own.

Paris-Vatry Airport has been a member of the Cool Chain Association since its very beginning in 2003: one of its cargo terminals is equipped with 2100 m² of temperature controlled rooms to provide for the storage of perishable goods. A certified Border Inspection Point for Europe, Paris-Vatry Airport conducts requisite customs and phytosanitary controls of all products transiting through the facility maintaining the cool chain at correct temperature.

Paris-Vatry Airport works on maintaining the cool chain throughout the transport process according to the Cool Chain CCQI standards and aims for the Germanischer Lloyd certification in 2009.

Learn more at www.vatry.com

AcuTemp Thermal Systems Introduces ISTA-Qualified Boxes for Temperature Sensitive Shipments

Pre-Qualified Shippers Featuring ThermoCor® High Performance Insulation are now Available to Accommodate a Variety of Payload Sizes

AcuTemp Thermal Systems, a manufacturer of high performance insulation and temperature sensitive packaging technology and member of the CCA introduces a line of pre-qualified shipping boxes. The initial offering includes a series of boxes to accommodate varying payload sizes -- from less than one liter up to 21 liters -- all qualified to International Safe Transit Association (ISTA) standards.

Each AcuTemp shipping box is constructed of 100% recyclable components. Each box is insulated with AcuTemp's ThermoCor® high performance insulation which has an R-Value of 45 per inch of thickness – ten times the insulating efficiency of commonly used insulation materials such as polyurethane and expanded polystyrene. AcuTemp's unique manufacturing process allows for a seamless construction of the insulating compartment which reduces edge effect losses that are often common in alternative panelized construction methods. Because of ThermoCor's insulating efficiency, AcuTemp's ISTA-qualified boxes typically use fewer coolants and have a smaller footprint and shipping weight, resulting in reduced overall costs while providing the required performance.



“We understand the importance that each of our customers places on temperature compliance for their products. Because of that, we design and test all of our boxes – whether custom designed or pre-qualified – so that customers can feel confident when they choose an AcuTemp solution that it will perform to their expectations,” says Todd DeVore, Director of Product Development and Quality.

Visit www.acutemp.com to learn more about cold chain shipping solutions offered by AcuTemp Thermal Systems.

Spotlight on: X-mas Box - TedsBox

Alaskan designed and built perishables container demonstrates its value to Alaska’s supply chain



Santa Claus got help: Tednologies Inc., the company created to develop the TEDSBOX®, has recently completed its first trial shipment demonstrating that it can dramatically reduce product loss, as well as offer assurances for better food quality, safety, security and tracking.

TEDSBOX® was designed to maximize the product value of perishable product moving into, out of and through Alaska.

While the container is continuing to under go testing of various conditions and supply routes, it has already demonstrated timely to Christmas its value during its trial round-trip this month from Anchorage to Emmonak. Perishable food products were shipped out-bound and frozen seafood returned. With energy of short supply in rural Alaska and challenging logistics and fish runs, it appears that the TEDSBOX® not only accomplished its mission of keeping product throughout the container at its specified core temperature, but it also served to fill the gap pre and post flight by providing a location where product could be delivered and picked up – supporting a cool chain system. While the cost savings from maximizing the value of the product is proprietary to the shippers, Tednologies has developed a formula for those transporting perishable products to calculate the benefits of a TEDSBOX® solution.

Dana Borchgrevink, Marketing Director for Tednologies, states, “We’re so convinced that shippers will see a benefit to their bottom line that beyond walking through the calculation, we’re offering early adopters a first lease trip free to test the TEDSBOX® themselves.”

“The TEDSBOX® took the surprises of shipping perishable products out of the equation,” said Bob Pawlowski, Executive Director of the Alaska Fisheries Development Foundation. The Foundation works on projects to enhance the value of the Alaskan seafood resource and in this case – Alaska salmon.



While the company’s tag line is “*Keep Your Cools - Cool and Your Hots - Hot*”, it is likely their notoriety may come from their experience to ship ice cream at its optimum temperature. This has been the holy grail of challenges for those outside of major metropolitan areas. “Alaskans no longer have to be ice-cream deprived”, says developer Don Harman.

About TEDSBOX®

(Tracking Environmental Deviation System Box) is a temperature controlled cargo container that utilizes an active cool-chain technology. The box was designed and developed after listening to those challenged by transporting temperature sensitive products. “Whether it was seafood outbound to destinations across the world or schools within Alaska purchasing fresh fruits and vegetables, the issue was the same – the care and handling of their perishable products generally came down to maintaining a consistent temperature throughout the supply chain, says, TEDSBOX® founder, Don Harman. “In fact, what it really comes down to is money. We’re finding that the loss of product and value of remaining product is of big concern to the consumers and the commercial buyers and sellers. Alaska has an extraordinarily complex supply chain for perishable products and we’re proud to have designed a technology that is not only leading edge but with a solid return on investment for those considering adopting the technology.

The box was designed and built in Alaska over the past two years with a consistent stream of transportation and perishables professionals providing input on nearly every detail of its design. Some of those features are:

- Easy cleaning and sanitizing (to the delight of Mrs. Claus and the Christmas Angel)
- Tamper proof security
- Active cooling or heating that keeps the product within 2 degrees of the customer’s specified temperature for up to 110 hours without recharging.
- Easy handling forkliftable from both sides and pallet jackable.
- Large internal cube space of 105.9 cubic feet capable of keeping product hot or cold to shipper specifications.
- Able to be used via rail, truck, air, ship and sleigh – from pick up to delivery – virtually an unbroken cool chain.



Finally Santa Claus can broaden his spectrum of Christmas gifts and we might find some fresh gastronomic specialties or live saving pharmaceuticals under the Christmas tree!

Tednologies, Inc. at www.tedsbox.com or www.harmanrepair.com

Members Update

The CCA is pleased to present the companies who have decided to become our newest members. Let’s give them a Cool Chain Association welcome!



Escort Cold Chain Solutions



INBS-Integrated Business Solutions

Coming Events/Conferences with CCA Participation

2-3 December 2008

IEA & Marketforce's 16th Annual Conference
Radisson SAS Portman, London, UK

28-29 January 2009

Cool Chain Europe 2009

Sheraton Brussels Airport Hotel and Conference Centre, Brussels, Belgium
CCA will be represented by Arnaud de Bakker, Member of the Board

4-6 February 2009

Fruit Logistica 2009

Berlin, Germany

CCA is exhibitor with booth Nr. A07. You can find us in Hall 7.2b, Passage Way A

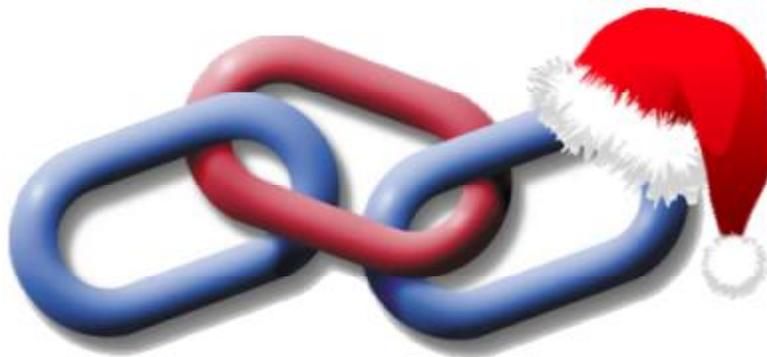


2-5 March 2009

IATA World Cargo Symposium 2009

Centara Grand at Central World Hotel Bangkok - Bangkok, Thailand

*Merry Christmas and a
Happy New Year from the CCA!*



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Disclaimer: The views expressed in this news letter are the views of the editors and not necessarily those of the members of the CCA. The CCA makes every effort that the material contained in this news letter is current, complete and correct. Please find our [Disclaimer](#) on the website.