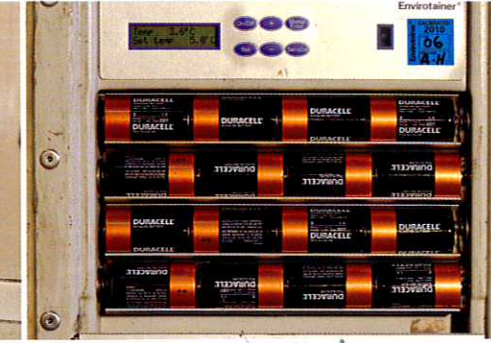


Keeping Cool as the Global Air Cargo Security Environment Heats Up

Contributed by Concert Group Logistics with input by ComSec International and American Airlines



The Transportation Security Administration (TSA) and forwarding community have been focused on securing the supply chain for many years. The recent events' originating in Yemen and Somalia, however, has changed the landscape yet again. Now living rooms and dinner tables across the globe are more intimately concerned with what may be loaded on an aircraft; passenger and cargo. Legislative bodies are evaluating those concerns and are working to enact new regulations that will undoubtedly further affect commerce in the hopes to prevent future incident.

The life science industry and other shippers of perishable goods could arguably be those most impacted by current and evolving cargo security regulations. As trusted logistics professionals our industry must continue to innovate within the existing guidelines and prepare for what may come. As we all know, the fundamental challenges of these commodities are maintaining a defined temperature range, in part, by delivering within the time constraints of the specialized packaging, and concern for product shelf life. The predominant routing is by air because of shortened transit times.

United Airlines announced in a letter effective October 11, 2010 that they "will not accept unscreened temperature controlled units. All cargo tendered in a temperature controlled ULD must be screened at a certified cargo screening facility before tender to United Cargo." Dave Brooks, President of American Airlines Cargo, a primary transporter of pharmaceutical shipments, echoes the concerns of many air carriers when he states, "It is imperative that drug

manufacturers understand how the game has changed." TSA's new requirements regarding acceptance of these devices has forced the air carriers to change their security standards.

Pre-screening temperature controlled ULD's has become the most viable option for acceptance at the air carrier and may be the best procedure for maintaining shipment integrity. Concert Group Logistics, Inc (CGL) an Indirect Air Carrier (IAC) that utilizes these types of containers for their pharmaceutical shippers is relentlessly

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optimizing the way they coordinate their clients' air shipments. While shippers can opt in to the Certified Cargo Screening Program (CCSP) they most often rely on their forwarder

to manage the TSA's cargo security requirements. In need of a trustworthy screening facility Dan Schachtner, CGL Denver's Independent Owner, located one such CCSF and commented, "ComSec International's ICSF provided an option for us to choose a very direct and cost effective routing for our client's temperature controlled pharmaceutical containers bound for South America. Their team handled our weekend, SOP, and communication requirements with ease. They really seemed to understand our goals." He went on to say, "Alternate options would have increased cost and transit time." Organizations who have chosen not to participate in the CCSF program must consider alternate methods to comply with the mandate. "CGL confronts these compliance tasks head-on with industry knowhow and insight in order to maintain product integrity", emphasizes Kevin Koerner, CGL's VP of Operations & Cargo

Security Coordinator.

Through its exceptional security and application of advance screening technology ComSec is moving beyond the traditional customer base to become a security resource to the leading pharmaceutical and biotech markets' supply chain. "We offer a viable option to achieve the necessary security screening without compromising the unique integrity of these products," said Jason Watson Co-Founder and Director of Business Operations for ComSec International.

"Dan Schachtner and his team have been proactive in managing solutions for their life science clients. CGL currently manages international shipments of highly sensitive healthcare products in the 2 to 8C range. They utilize the Envirotainer ULD to support a quality temperature management solution and have a keen understanding of how to efficiently use our products and services. Forwarders need to be consistently open to new technology so that the shipper has quality options to choose from. Proactive communications and quality checks through hand off points are essential elements in any cool chain solution", explains Douglas Wettergren, Envirotainer, Global Key Account Manager, West USA /West Canada.

The substantial increase in the mandated screening that no longer excludes these specific types of containers could contribute to significant delays that cannot be estimated with accuracy. However, there is a way to assure the shippers of time and temperature sensitive drug products that the risks can be minimized by taking advantage of the screening offered by authorized representatives and the guaranteed chain of custody that can keep the cold-chain standards intact all the way to the air carrier. The goal is to ultimately give the shipper the required piece level screening, and deliver peace of mind. ➔