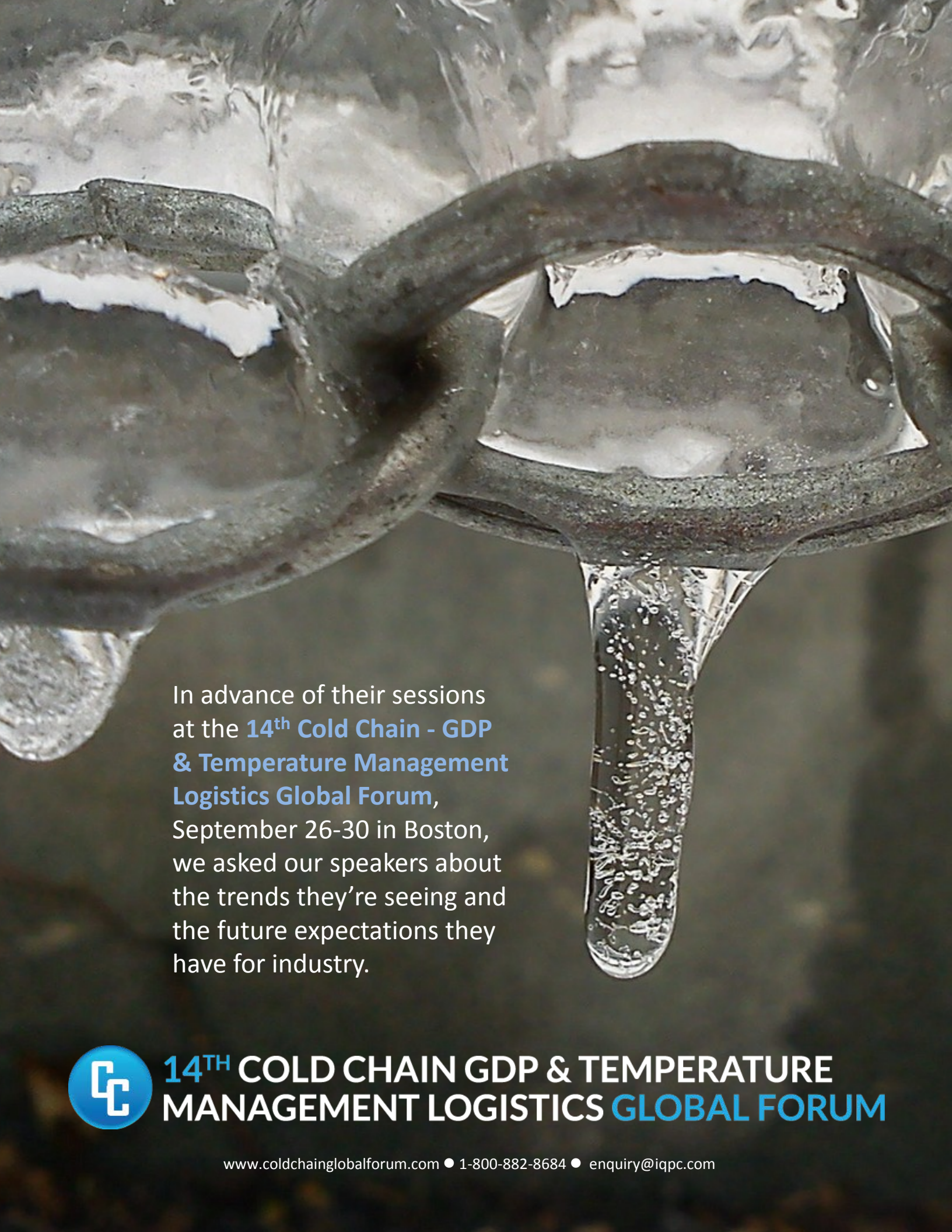
COLD CHAIN TRENDS 2016

14TH COLD CHAIN GDP & TEMPERATURE MANAGEMENT LOGISTICS GLOBAL FORUM



In advance of their sessions at the **14th Cold Chain - GDP & Temperature Management Logistics Global Forum**, September 26-30 in Boston, we asked our speakers about the trends they're seeing and the future expectations they have for industry.

14TH COLD CHAIN GDP & TEMPERATURE MANAGEMENT LOGISTICS GLOBAL FORUM

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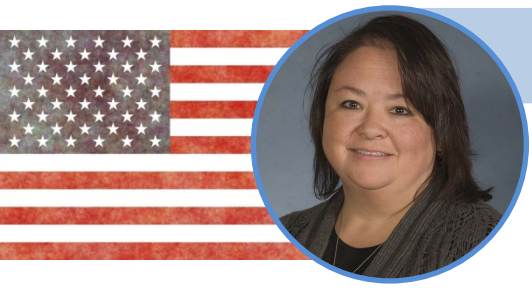
Click on the speaker to find out about their session!

Ropah Hove

Director Pharmacy Services - **Ministry of Health & Child Care, Zimbabwe**

Monitoring the storage conditions for vaccines at health facilities. Evaluation of the quality of product stability data and the conditions under which they were generated.



Lisa Baker

Supply Chain Director - **Amgen**

There is more focus on ensuring the controlled temperature solutions used in shipping specifically meet the needs of the shipping lanes and product requirements. Truly understanding your lanes through proper lane assessments and lane characterization is key for identifying fit for purpose solutions. For the next five years, focus on having robust but cost effective (not over-designing) solutions to ensure cold chain reliability. Data Analytics will be key area to develop as it supports development of the fit for purpose solutions and supports measurement of effectiveness and performance.

Luis Reveiz

Head of Global Security – **LATAM Novartis**

Technology has played a key role in securing the supply chain in recent years and I expect that in the next five years technology can only get better, however we cannot leave out the human and intelligence factor from a robust RMP.

Terry Carrico

VP, Corporate Security and Safety - **McKesson**

Cargo theft is a 15 to 30 billion dollar a year business and it is here to stay. The commodity targets may change, the regional "hot spots" may change but the criminals will continue to target "soft spots" in our supply chains to achieve their objectives. As we have hardened our supply chains making it more difficult for the criminal to succeed, they have become more sophisticated in their schemes, and in the last mile segment more violent, using weapons more frequently to hijack delivery vehicles. In the next five years cargo theft will continue to flourish…making it extremely important for companies to develop and implement protective strategies.

Dana Dallas

Cold Chain Program Manager - **Defense Logistics Agency**

I think the industry has gotten very good at managing the cold chain for refrigerated materials...but I also think they are starting to see that excursions are more common than they think, and in many cases, somewhat avoidable. I have seen a very positive shift in the importance and use of stability data as part of their standard processes vs. the taboo topic that it used to be.

Dr. Bernard McGarvey

Sr. Engineering Advisor - **Eli Lilly & Company**

What I hope is that design and optimization will evolve as it would any other engineered system. The role of simulation will increase – vendors already do some of this but there is limited sharing of the output with the customer.

The performance curve approach can help the vendor share a high level view of how the container works without having to share details about what they would consider IP – thermal properties of their PCMs for example. In the long term, this will improve the decision making between the customer and the vendor and this is a win/win for both.

I hope there will be more clarity on how much customers will get involved themselves in simulating containers versus letting the vendor do it all. It may make sense for customers to have some simulation capability but how much remains to be seen.

This process also allows the customer to have a means to understand the performance capabilities of each solution rather than just accepting that the container maintained temps within the acceptance criteria of the say scope document….for example, acceptance criteria says to maintain between 2-8 °C. Vendor designs solution and it maintains between 4-6 °C.

Customer has a means to ask the vendor to optimize to reduce cost complexity etc. to more closely align with better temp performance close to to 2-8 °C. It can also be used in reverse…if too close to 2 or 8 °C, then customer could ask to design to allow more of a tolerance or guard banding.

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JOIN YOUR PEERS this September 26 – 30 in Boston
at the 14th Cold Chain GDP & Temperature Management Logistics Global Forum.

14TH COLD CHAIN GDP & TEMPERATURE MANAGEMENT LOGISTICS GLOBAL FORUM

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