

A ROLLING PHARMACY ON WHEELS: RISK IN THE LIFE OF A DRUG SAMPLE



YOUR PHARMACEUTICAL DRUG SAMPLES ARE BETTER TRAVELED THAN MOST PEOPLE. SHOULD YOU BE WORRIED?



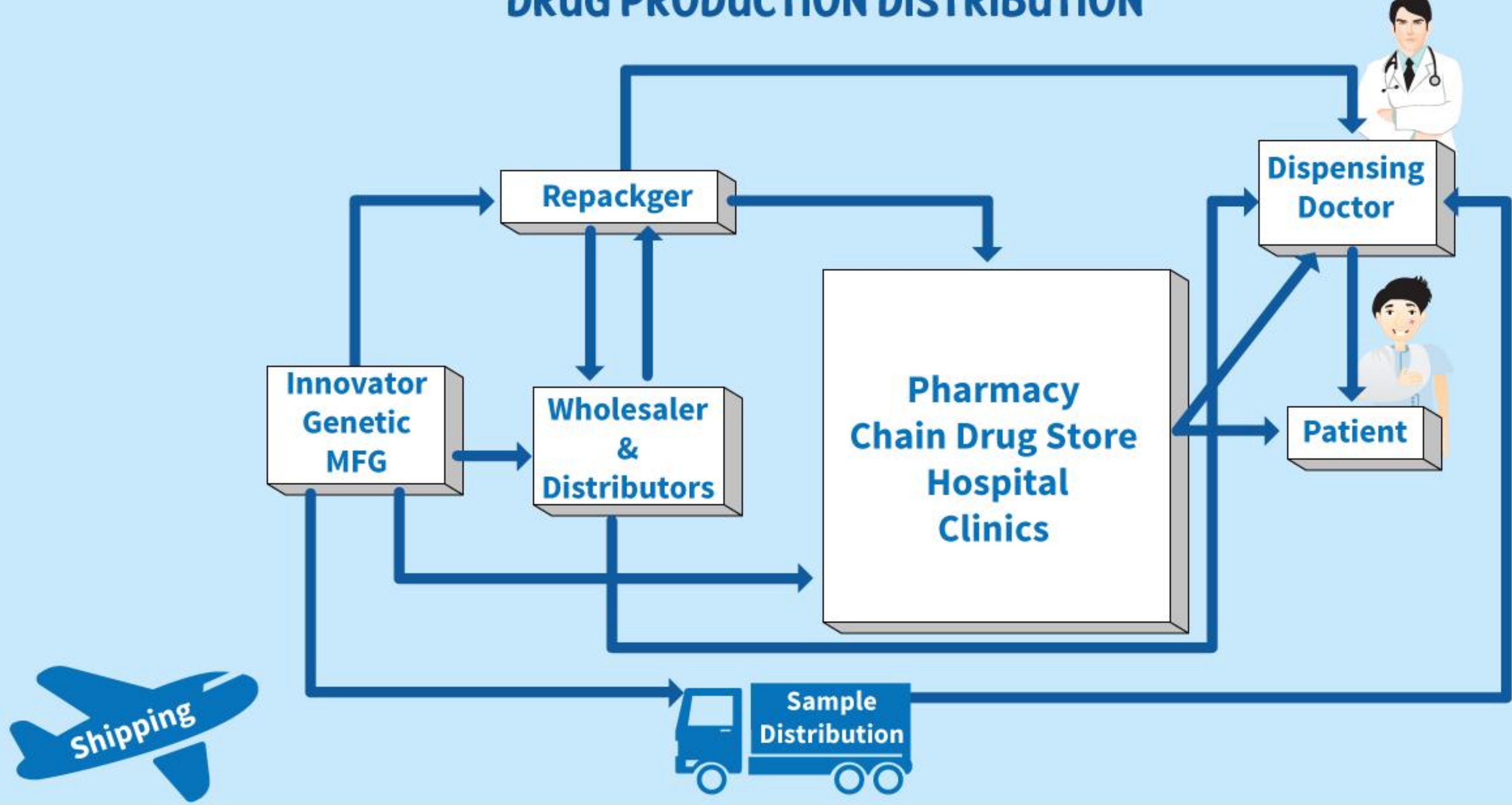
The life of a drug sample is somewhat dependent on the life of the sales rep handling your sales calls. From manufacturer to repackager, and then sales rep to doctor, many shippers and reps serve as a rolling pharmacy on wheels.



As indicated below, a drug can take a variety of paths from the manufacturer to the patient. Most often, an article leaves the manufacturer's chain of control and enters a complex system of handoffs that involve the distribution chain to the patient.

One of those distribution chains is through the sales representative. Besides spending a good deal of time being shipped from location to location, sales reps spend a great amount of time driving back and forth to visit different clients, sometimes as much 150 miles or more in one given day.

DRUG PRODUCTION DISTRIBUTION



WHERE CAN RISK HAPPEN? EVERYWHERE!



The most common challenges are in the transfer of freight between transport modes **(HAND OFF FROM SHIPPER TO CONSIGNEE)** and last mile deliveries. They are most at risk based on amount of time exposed.

| WHERE RISK OCCURS | CONDITIONS THAT CAUSE RISK | SOLUTIONS |
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| Loading/ pickup | Unregulated temperature conditions on the dock/loading area. During the last mile, a properly qualified refrigerated truck may not be available. | Truck movement can be controlled by using a properly qualified refrigerated truck. Use qualified packaging & refrigerant that allows for delays. |
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| Processing (export or loading aircraft) | Unregulated temperature conditions on the dock/loading area. During the last mile, a properly qualified refrigerated truck may not be available. | Can often be reduced with prior planning & coordination and SOPs that provide adequate paperwork. |
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| Flight details | Consider route, temperature & duration of transport when determining the container system | An aircraft used for the first time that day will be conditioned to weather temperatures. |
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| Last mile unloading & delivery | Exposure to weather, or worse, left inside a mailbox or other unprotected container for several hours. Sales reps may store in home refrigerators, leave samples in hot cars, or transport in packaging not tested for multiple openings. | Develop processes & transport systems that qualify coolers & refrigerants for multi-use openings. Test for primary & secondary packaging, configuration, and refrigerant. Train reps and shippers as to risk and proper handling procedures. |
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Conducting an audit of your packaging and transport modes can be used to evaluate your distribution practices, providing temperature mapping data and qualify and validate current methodology. If you'd like support with any of the above challenges, contact Infitrak for a free consultation.



Infitrak is a leader in cold chain compliance services, packaging and intelligent monitoring solutions for the pharmaceutical, healthcare, food and life sciences industries. We are available to help you assure products remain in compliance with regulatory guidelines, and are stored or transported under ideal conditions.

INTELLIGENT MONITORING & COLD CHAIN MANAGEMENT

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