

# Customer Newsletter

February 13, 2013

## New Pharma 15-25°C product

Dear Customer,

As per today, we are proud to announce the launch of our new Pharma product: Variation Pharma Control 15-25°C.

Variation Pharma Control is meant for temperature sensitive pharmaceutical shipments that need to be kept between 15°C and 25°C. During trucking, warehousing and flight, your product will be kept between this temperature range. Besides, in both CDG and AMS a dedicated 15°C-25°C facility for this new product has been realized. By implementing this new standard product, Air France-KLM-Martinair Cargo believes that a growing demand of the pharmaceutical industry for this temperature range can be met.

This new Pharma product will be added to our existing Variation Pharma product portfolio that is already in place for years and which is well recognized and valued by our customers.

Air France-KLM-Martinair Cargo is one of the first carriers to offer a 15°C-25°C solution throughout the complete supply chain. This emphasizes the leading position AFKLMP Cargo would like to keep in this market segment and our goal to continue being your partner for the pharmaceutical industry.

Below links offer more information about our pharmaceutical services. You can find either our English or French Pharma Brochure.

[Pharma Brochure \(English\)](#)

[Pharma Brochure \(French\)](#)

Of course our local Pharma Sales and Customer Services colleagues are available for you, to explain the features of this new product in detail, including for which network points this service can be offered.

Sincerely yours,



Martin Blok  
Director Pharma