

## New cold-chain logistics provider takes on pharma

By Kirsty Barnes

Sentry Logistic Solutions has debuted on the pharma scene, launching a new range of services dedicated solely to the cold-chain logistics, storage and packing of bulk pharmaceutical and biotechnology components and finished products.

The company is one of the only cold chain storage and third party logistics (3PL) providers in the U.S. to offer contract logistics and storage services dedicated specifically to meet the demands of the growing biopharma sector.

*"There are probably fewer than ten companies in the U.S. providing these services in this market segment and of these, most don't focus solely on the biopharma market as we do," Jennifer Marcum, Sentry's CEO and founder told Outsourcing-Pharma.com.*

The biopharma market was identified by the Bureau of Labor Statistics as the fastest-growing manufacturing sector in the U.S. and the sector's spend on outsourcing faces double-digit growth for the next three to five years.

The founders of the company spotted a gap in this market for specialized 3PL services and have been preparing for this launch since 2004.

*"Outsourcing these functions is a cost-effective alternative that allows biopharma firms to focus their resources on research and development," said Marcum.*

*"Partnering with an industry specialist like Sentry is a safer, more secure option than trusting valuable biopharmaceutical components to vendors that are only marginally familiar with the controlled temperatures and security measures these materials require."*

The company will specialize in storing and shipping temperature-sensitive materials such as active pharmaceutical ingredients (APIs), bulk drug substances (BDS), intermediates, components, finished drug products and pharmaceutical components. Sentry will also store equipment and primary and secondary packaging materials.

The launch of Sentry's new service coincides with the opening of its new \$8 million custom-built, 53,000-square-foot warehouse and logistics center in Indianapolis—one of the largest in the U.S., which is also classified as a Highly Protected Risk (HPR) facility—the industry's highest level of risk protection compliance.

In addition, Sentry's processes, systems and technologies are completely validated and adhere to U.S. Food and Drug Administration (FDA) regulations and Good Manufacturing Practice (GMP).

*"In an industry where compliance, security, process and reputation are everything, Sentry is well-positioned to become the country's leading biopharmaceutical cold storage and logistics provider," said Marcum.*

*"We are now negotiating contracts with a variety of pharma companies and by the end of 2006 we expect to have our first 20 clients." ■*