DAIKIN

Autumn 2017

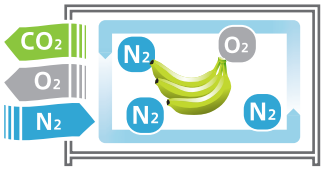
THE NEWSLETTER FROM DAIKIN REEFER

DEGREE CELSIUS

Freshly picked, days later

DAIKIN Active CA for premium delivery.

Daikin's Active Controlled Atmosphere system will always keep your fresh fruits and vegetables at optimum condition, regardless of voyage length.



Rapidly places your produce in the optimum environment through the immediate reduction of O_2 concentration and a rich injection of N_2. This process slows down respiration, reducing water loss and extending shelf life.

Welcome

From Katsuhiro Tetsuya, Director of Daikin Reefer Container Sales Division

Welcome to the Autumn 2017 edition of the Daikin Reefer newsletter, issued as usual to coincide with the annual Intermodal Europe show, which takes place this year from 28-30 November in Amsterdam, Netherlands. Daikin Reefer will be exhibiting on Stand D30 and our international team looks forward to welcoming customers, suppliers and business colleagues old and new for some renowned Japanese hospitality.

Global trade in perishables is growing at around 4% annually. That is good news for all of us involved in this fascinating and important industry. As global populations and average salaries continue to grow, consumer demand for a more diverse, international and healthy range of perishables on their local shop shelves – or increasingly from online stores – is increasing continually.

With the recent focus on China's One Road One Belt Initiative, there will be more exciting opportunities opening up for trusted foreign food brands. Increasingly, both growers and consumers will expect that the food they eat is produced and shipped in a way that ensures the quality

The demand for superfoods such as blueberries and avocados has never been higher.

is maintained from the origin to the destination. The focus on accuracy and reliability in temperature and atmospheric control along the cold chain will continue to grow in importance to meet global demands.

All of these issues place growing responsibilities on reefer container operators and logistics companies around the world, and on all of us who serve them.

In this edition, you can read more about Daikin's contribution through new technology such as our Active

CA system. As we report on page 3, the demand for 'superfoods' such as blueberries and avocadoes has never been higher, leading to new trade agreements and new markets. These products, along with many other exotic and even 'basic' fruits and vegetables, benefit from – and in some cases absolutely need – controlled atmosphere technology both for short and long journeys. More and more ocean carriers are now investing in CA equipment and advances in technology now mean that shipping is capable of transporting cargoes that previously could only be carried by expensive air freight.

On page 14, we also report on Daikin's continued research work into alternative refrigerants to replace high global warming potential (GWP) HFCs, to meet climate change initiatives including the landmark Paris Agreement and the important Kigali Amendment to the Montreal Protocol on Ozone Depleting Substances, both of which were formalised in October 2016. These agreements, plus regional legislation such as the new F-gas rules in Europe, will reshape the refrigerant landscape in coming years and Daikin will be ready to support our customers with next generation coolants.

Elsewhere in this edition, you can find out more about some of our latest customer projects, including an order for LXE-10E units and Daikin Active CA from CMA CGM, which is another major carrier besides NYK to adopt our CA technology. We also report on a repeat order for ZeSTIA units from Hapag-Lloyd. Genoa-based Cosiarma SpA, the shipping arm of the ORSERO group, has also selected our ZeSTIA units to support reefer operations between southern Europe and Central America, as has Kamchatka Shipping Company, operating coastal shipping in the Far East of Russia. We also explain how Mauritian fishing and fish processing company Rodia is using Daikin units to store its catches and maximise market value.

In addition, you can find information on Daikin's global service network and on our latest Touch & Feel educational seminars.

We hope you will enjoy and benefit from the reports in our Autumn 2017 newsletter and hope to see you at Intermodal Europe 2017. As always, we welcome your feedback and would be delighted to discuss any case studies or other articles you would like us to include in the future.

Katsuhiro Tetsuya
Director, Daikin Reefer

Daikin Technologies

Active Controlled Atmosphere update

Efficient and effective, Daikin Active CA continues to support the ever-growing worldwide demand for a diverse range of perishables

As global populations and average salaries grow, the refrigerated transport market is undergoing continuous growth. Consumer demand for access to a diverse and wide range of perishables in local supermarkets or shops is increasing, largely due to improved awareness of the health benefits of a balanced diet and easier access to the internet that has allowed information exchange of various food cultures.

The demand for superfoods that contain high antioxidants and lower cholesterol, such as blueberries and avocadoes, has never been higher and is growing the export markets for such products, leading to new trade agreements and opening up market access. Avocado, banana and blueberry imports to China have increased significantly since 2011.

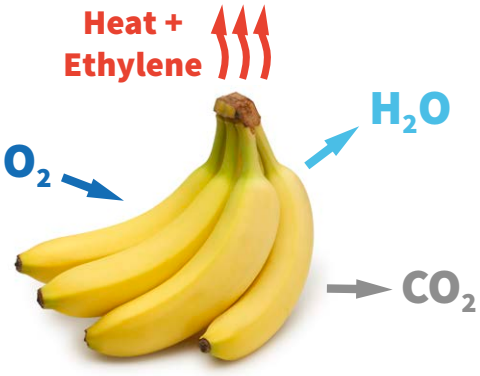
In Europe, where the Netherlands acts as a hub port for EU imports, avocado imports doubled between

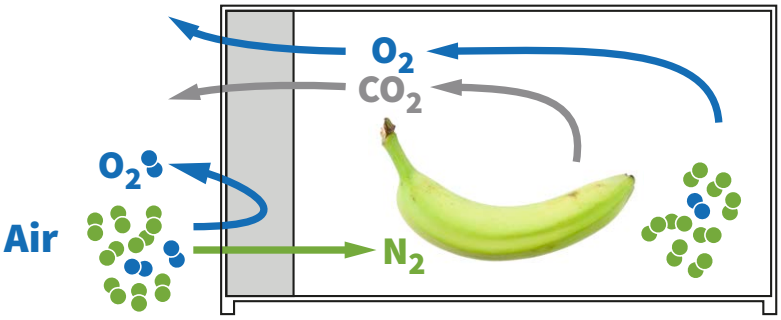
Shipping is now capable of transporting cargoes that could previously only be carried by expensive air freight

2011 and 2015. More ocean carriers are investing in CA equipment and the technology to transport perishables under CA conditions, and advances in technology now mean that shipping is capable of transporting cargoes that previously could only be carried by expensive air freight.

DAIKIN's Active CA differs from passive CA, as it harnesses technology to extract N_2 from the atmosphere and inject this into the container. This literally actively reduces the O_2 concentration of the container atmosphere, so that it doesn't rely on the cargo's respiration. The cargo is then "sent to sleep" during transit. DAIKIN Active CA can put the cargo to sleep in just a day, because the system does not rely on cargo respiration to reduce the O_2 levels of the container.

Food and other sensitive perishable products undergo ageing processes





Perishable cargoes respire, which accelerates ripening and shortens storage life. Daikin Active CA injects N_2 rich gas into the container to actively reduce O_2 concentration and maintain the CO_2 at an optimum level.

and water loss during transit and these can have a significant impact on their commercial viability. Daikin's Active CA allows perishable cargoes to be transported in optimal atmospheric conditions and for extended periods of time, elongating shelf life and allowing products to be commercially viable for longer.

A positive atmosphere inside the container prevents cargo damage due to air leakage, as air from outside the container does not intrude. Therefore, there is less weight loss compared with perishables transported with Passive CA. Due to the positive pressure created inside the container, units with Daikin Active CA have a less stringent air tightness test compared to other CAs in the market, meaning that extended CA application is possible.

Left: Daikin's retrofitting trials in September showed that units could be fitted with the latest Daikin CA units in under three hours, making it a fast and cost-effective refrigeration solution.

With only two main components that take less than 180 minutes to install, Daikin Active CA can be retrofitted to CA provisional Daikin LXE and ZeSTIA units. In September, Daikin conducted a retrofit trial in Kaohsiung and a container factory, which was completed with no problems in under three hours, proving that retrofitting units with the latest Daikin CA devices is quick and easy and delivers excellent value.

Daikin Active CA can bring down the O_2 level in a day or two. This rapid reduction in O_2 has great benefits for the cargo. By being able to put them to "sleep" faster, the fruit's production of ethylene and release of water content is shut down. No need for ethylene filters and no worries about the weight loss at the destination – Daikin Active CA delays the ripening process and the water content of the fruit is maintained, just as if they were picked and therefore, fruits have a longer shelf life at the destination.

With only two main components that take less than three hours to install, Daikin Active CA can be retrofitted to CA provisional Daikin LXE and ZeSTIA units.

The appointment of Ah Huat Goh to the Daikin team as General Manager, Global Marketing and Service, Reefer Container Department, underlines Daikin's commitment to continue to pursue innovation in reefer technology, creating opportunities for both shippers and shipping lines to provide new services and deliver added value to their customers. Mr Goh commented, "In my opinion, active CA technology has clear benefits over passive solutions, and I'm excited about the potential of

Members of Daikin Reefer and Itochu Metals with lecturers Dr. Leo Lukasse, Specialist Climate Control and Jan Verschoor, Scientist Postharvest Technology

Daikin's Active CA, as I can see that it represents a new and innovative approach to cargo care."

Daikin Reefer President, Shin Futura observed, "Daikin is serious about Active CA and its future potential,

Active CA ensures that the atmosphere in the container is ready soon after cargo is loaded, delivering real benefits for premium perishables, even over shorter distances

and the appointment of Mr Ah Huat Goh, with his wealth of knowledge and expertise, illustrates that commitment".

Further proof of Daikin's commitment to CA technology was demonstrated by the recent Postharvest Technology course that took place at Daikin headquarters in Osaka, Japan. This week-long in-house course was delivered with support from Wageningen Food and Bio-Based Research (WFBR) from the Netherlands. It was designed to help Daikin team members better understand the needs of carried commodities in order to contribute to the optimisation of the CA system. Attendees heard presentations on postharvest physiology and technology and also undertook practical sessions.

Practical session held during the lecture with WFBR. It was designed to help Daikin team members better understand the needs of carried commodities when looking to optimize the CA system.

Customer focus

CMA CGM

One of the world's leading refrigerated container shipping lines chooses the LXE-10E again

For the past number of years, Daikin has had the privilege to be part of CMA CGMs regular suppliers of reefer units. In 2017, as part of a sizeable CMA CGM reefer container order, even more of Daikin's machines were fitted in new 40-foot high-cube reefer containers.

With the takeover of APL, CMA CGM has cemented its position as one of the world's leading refrigerated container shipping lines. This most recent order for Daikin's LXE-10E illustrates CMA CGM's commitment to maintain its fleet of reefer containers to the highest technical standards available today, against the backdrop of a very competitive refrigerated transportation market.

CMA CGM's focus on reliability has also played a key part in its decision to select Daikin's technology. In recent years, the LXE-10E has proven to be a real workhorse in the industry with fewer technical break downs than other available machines on the market.

"The CMA CGM Group is built on four corporate values: boldness, initiative, imagination and integrity" says Alexis Michel, CMA CGM's Senior Vice-President of Logistics, Intermodal and Reefer. For CMA CGM, 'boldness' is to embark upon new ventures and go beyond its limits. With this order for Daikin machines, CMA CGM will be the largest shipping line to implement Daikin Active Controlled Atmosphere, a system which brings respiring cargoes to

CMA CGM will be the largest shipping line to implement Daikin Active Controlled Atmosphere

sleep very fast to keep them in pristine conditions during transportation. A team of reefer professionals at both CMA CGM and Daikin will work together to ensure a smooth implementation for reefer customers.

Customer focus

Cosiarma

Genoa-based Cosiarma SpA, the shipping arm of the ORSERO group, has selected Daikin's ZeSTIA units to support its reefer operations between southern Europe and Central America.

ORSERO Group SpA is a leading southern European distributor and importer of fruit and vegetables. Cosiarma's four reefer vessels – CALA PALMA, CALA PEDRA, CALA PINO AND CALA PULA provide weekly transatlantic services, carrying ORSERO's own brand fruit, as well as that of its competitors. ORSERO Group operates under its mission statement 'we draw the world closer, every day'.

Proven reliability, coupled with low spare parts prices, was a key reason for Cosiarma's decision to invest in Daikin's ZeSTIA

Cosiarma's fleet delivers fast and reliable weekly services in both pallets and containers and frequent sailings and tight turnaround times call for reliable refrigerated equipment. ZeSTIA's proven reliability, coupled with low spare parts prices, was a key reason for Cosiarma's decision to invest in Daikin's ZeSTIA units in its most recent reefer containers. Cosiarma may not feature in the list of the largest shipping lines in the world, but it is one of the most dedicated and specialised in its field.

Mr. Giuseppe Cardone, Container Logistics Cosiarma, engineers from Vado Container Service Srl. and Richard Boshuijer, Daikin Regional Service Manager.

Said Manlio Ginocchio, Managing Director of Cosiarma S.p.A. "ZeSTIA's low energy consumption fits into our efficient reefer portfolio strategy with the focus on taking care of the cargo".

Daikin provided free on-demand technical training seminars in both Costa Rica and Genoa, as well as familiarization ('touch & feel' or T&F in short) sessions for both tech and non-tech people throughout Cosiarma's organization.

About Cosiarma:

COSIARMA SpA is a shipowning company of ORSERO SPA, founded in 2007 by the merging / acquisition of other shipping companies of the original holding. Cosiarma S.p.a. focusses on the transportation of fruits. It owns four reefers that rotate weekly between Central America (dry cargo transportation for the Dominican Republic and Costa Rica) and the Mediterranean (bananas and pineapples mainly on the markets of Spain and Italy).

ORSERO SPA is a leading international group in Europe for the importation, marketing and distribution of fresh fruit and vegetables.

Customer focus

Zhonggu

Daikin's latest LXE10E136J machine to support Shanghai Zhonggu Logistics Corporation's cold chain operations.

Shanghai Zhonggu Logistics Corporation is a Chinese domestic carrier delivering fast and efficient services to its clients. The company is part of the Zhonggu Shipping Group, which is ranked 21st in the world and is now the 2nd largest container shipping company in the Chinese domestic coastal market, calling at hundreds of ports and serving dozens of routes.

In July 2017, Zhonggu announced that it was leasing Daikin's latest LXE10E136J machines through

Zhonggu is the 2nd largest container shipping company in the Chinese domestic coastal market

a leading leasing company. The LXE10E136J has built a reputation for high reliability and low operating costs. The latest model offers new features that are attractive to both shipping lines and shippers. The unit provides quick and efficient data downloads, enabling users to retrieve data using a USB, delivering further cost savings. Shipping lines can troubleshoot problems easily and deliver better technical support to their front-line staff and clients.

The J unit also has CA functionality, meeting customers' future requirements to transport fresh fruit and vegetables by retrofitting the CA devices.

Zhonggu is delighted to be partnering with Daikin to provide such high-quality services to its clients and continuing to build its reputation as the leading cold chain provider in the Chinese domestic market.

The LXE10E136J has built a reputation for high reliability and low operating costs, it features CA functionality and provides quick and efficient data downloads using USB.

Customer focus

Hapag-Lloyd

Hapag-Lloyd has continuously invested in reefer equipment in recent years, ensuring that it is one of the largest reefer carriers in the world. The company wants its customers to know that Hapag-Lloyd can be replied upon when cargo care and cargo quality matter.

Since the merger with UASC, the Hapag-Lloyd fleet has grown from 170 vessels and more than 1.5 million TEU of standard, special and refrigerated containers to 219 modern ships and a container fleet of more than 2.3 million TEU that now includes one of the world's largest and most modern reefer container fleets.

As part of this commitment to refrigerated trade, Hapag-Lloyd has reordered the Daikin ZeSTIA refrigerated unit for use in 20' reefer containers with the Oceania reefer market in mind. Launched in 2011, the ZeSTIA machine combines industry leading energy efficiency and cargo care.

Niklas Ohling, Head of Container Steering and Technical at Hapag-Lloyd explains "With its patented DC inverter drive, accurate temperature control and low energy consumption, it fits in our efficient reefer portfolio strategy with the focus on taking care of the cargo and the environment.

The first 750 x 20ft units were only introduced after our careful evaluations They have, as expected, been working well for the past year. The continued 20' container investment is a proof of our commitment to the important Oceania trade, where a lot of cargoes move in 20'."

Daikin is delighted to receive this vote of confidence and looks forward to working with Hapag-Lloyd in the years ahead.

Customer focus

KASCO

KAMCHATKA SHIPPING COMPANY LTD (KASCO), operates in Russia's Far East and specializes in cabotage transportation and international nonscheduled shipments to China, Japan and Korea. The company was founded in 2010 and at that time, was mainly focused on deliveries between Vladivostok and Kamchatka. In 2015, the company decided to extend its delivery services across the whole of Far Eastern Russia.

Over the past two years, the company's fleet has been increased from three to eight vessels (from 21,000 tonnes to 92,000 tonnes of dead weight capacity). Both bulk and containerized cargo transportation services are under development including the delivery of fish products from all over the Far East to Vladivostok.

KASCO has taken great efforts to attract and retain new customers for its reefer container transportation services, for whom reliability, safety of high value goods, speed and high quality delivery services from the Far East to any place across the world are essential.

There is a constant demand for reefer containers to ensure sufficient fleet and as the company continues to develop and grow. KASCO's team has chosen the latest DAIKIN ZeSTIA unit to renew the company's reefer container fleet after detailed market research. KASCO is among the few companies that can guarantee timely delivery and the safety of perishable cargo transportation to all scheduled destinations.

Services have improved significantly in Far Eastern Russia because of the mutual cooperation between Daikin and KASCO. Delivering high quality service and a tight schedule of intermodal shipments with lack of time for maintenance and repair means that KASCO requires guaranteed quality and reliability of reefer equipment that can be operated under complicated transportation and severe climate conditions.

Ms Kharchenko Tatyana, KASCO's Chief-manager said, "Our customers expect high quality service and, due to the reliability of ZeSTIA units, we are able to guarantee the safety of high value products throughout the entire delivery process. We would like to collaborate closely with our customers and partners, and KASCO keeps improving its service by operating the latest innovative ZeSTIA units. We appreciate the support of Daikin and will do our best to increase the quantity of Daikin reefer units operating in Russia by expanding our business."

Customer focus

Rodia

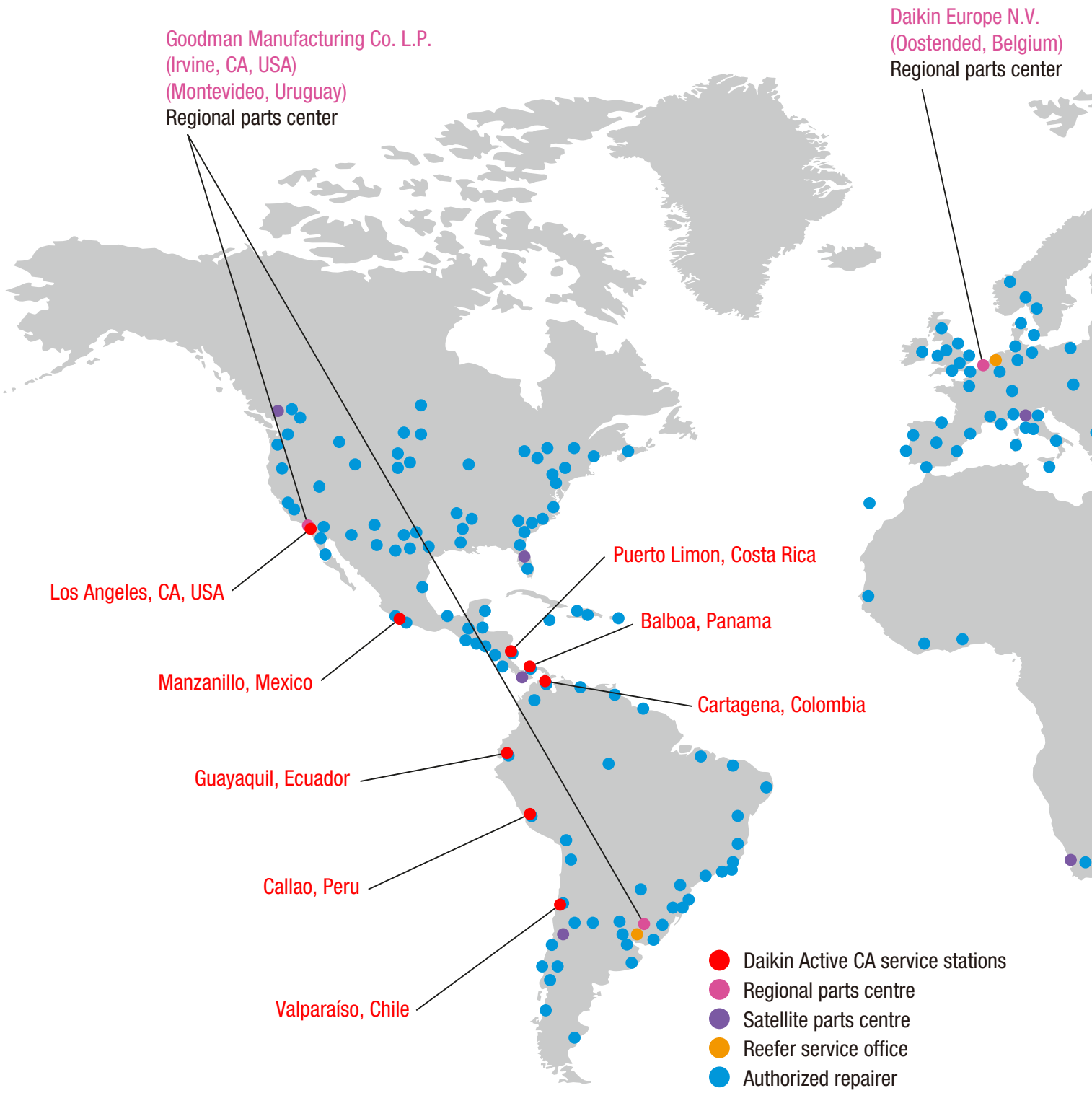
Rodia Processing Plant Co Ltd is a family-owned company based in Mauritius. When the company was founded in 2002 it moved straightaway into brand new processing premises. At that time, Rodia's primary business focus was the slaughter, process and sale of chickens. The new processing plant was built to European standards and equipped with French machinery, in order to comply with the laws regarding food safety that were being enforced at that time.

As more and more chicken processing businesses were established in Mauritius, Rodia's share of this market slowly decreased. In 2006, the company needed to diversify in order to remain in business, so the decision was taken to start processing frozen fish. Due to the team's lack of experience in this field, there were lots of challenges to face initially. The team began by importing frozen fish from India, then moved on to buying wholesale from fishing vessels operating in and around Mauritius itself.

By 2009, frozen fish processing activity exceeded chicken processing and the company purchased its first used fishing vessel. A sister company was incorporated to manage the fishing, while Rodia Processing Plant Co Ltd remained responsible for the storage and sale of the catch. In 2013, all chicken processing operations ceased so that the team could focus solely on the more profitable fish industry.
As of today, the company owns three fishing vessels, which operate in the fishing banks of Mauritius. Since the fishing season lasts for just six months of the year, Rodia needs cold storage in order to unload and store the catch quickly to maximise the benefits of the short fishing season. Once the catch is unloaded, fish is sold on both a wholesale and retail basis. The company also undertakes some processing and packing for the local market and has developed a unit to distribute the fish across the island.
Rodia purchased five LXE10E147 units in May 2015 and three LXE10E136 in May 2017 and these units are used to store frozen fish.

While Daikin units may not be the most common refrigeration unit in Mauritius, Rodia previously owned a 25 year-old Daikin 20 feet reefer unit which was very reliable, so the team understood that the Daikin product range offers both high quality and absolute reliability. Rodia's fishing vessels are Japanese so the team has always been impressed by the overall quality of Japanese products – in fact, some of the Japanese equipment on the Rodia vessels still runs smoothly after 30 years.

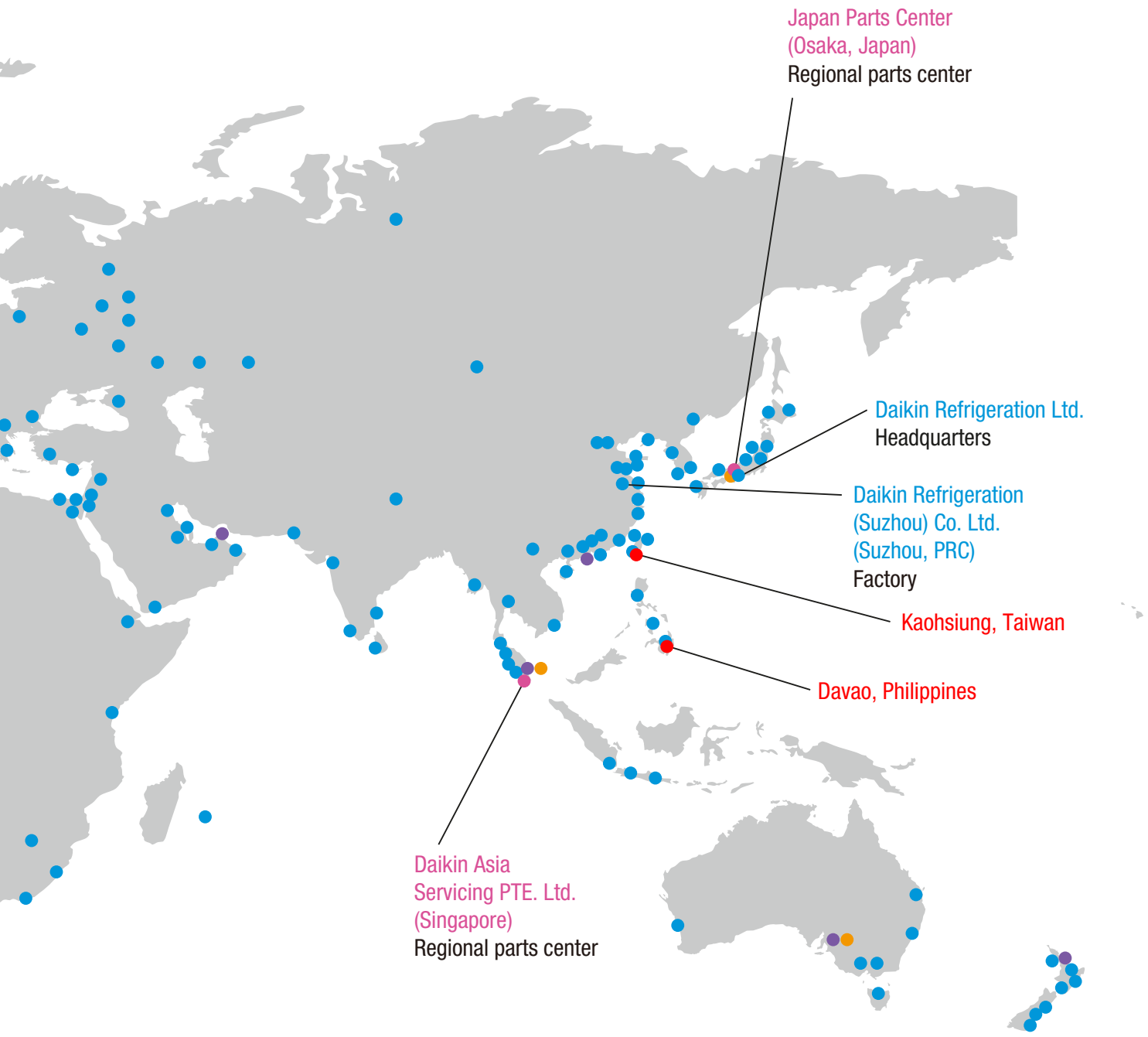
The Rodia team took the decision to purchase Daikin units based on this knowledge and are very satisfied with the smooth-running of their operations. Said Jessen Soobramaney 'Presently, we are very satisfied with our Daikin units. And we hope it remains so for the next 10 years! My experience with the sale, technical and service support has been amazing so far. All emails are replied to in a timely manner. The people are very kind and helpful. I never hesitate to ask for assistance and I've always been happy with the response.'



10 Dedicated reefer service engineers, nearly 500 service points network, 15 spare parts distribution centres all over the world.

24/7 Service Support:

Call: +61394489680
Email: daikin-service@daikinreefer.com
Web: service.daikin.com/reefer/contact.html



Service update

Daikin's service network continues to expand

Daikin continues to expand its extensive global service network. Our reefer and active CA customers can receive specialist technical support around the clock and across the world. We have 10 dedicated reefer service engineers, 15 parts distribution centres and nearly 500 service points across North and South America, Asia, Europe and the Middle East. Daikin remains committed to ensuring our customers have access to the highest quality technical support when they need it, how they need it and where they need it.

Please visit our service website for questions and queries *service.daikin.com/reefer.*

Refrigerant update

Preparing for an HFC phase down

On 5 October 2016, the Paris Agreement crossed the threshold for entry into force, when 169 out of 197 nations ratified the landmark global climate change agreement. With its central aim to keep the global temperature rise this century well below 2 degrees Celsius above pre-industrial levels, and to pursue efforts to limit the temperature increase even further to 1.5 degrees Celsius, the Paris Agreement has significant implications for all industries and nations contributing to global warming through emissions, including of course shipping and transport, as well as refrigeration and air conditioning.

Less well known is that around the same time as the Paris Agreement was being concluded, delegates from all over the world were convening in the Rwandan capital city of Kigali for the 28th Meeting of Parties to the Montreal Protocol on Ozone Depleting Substances, where another landmark deal would be struck. The Montreal Protocol, which entered into force back in January 1989, was perhaps the first meaningful international agreement to protect planet and people, in this case by phasing out the CFC (chlorofluorocarbon) gases that were found to be causing a hole in the stratosphere - commonly known as the ozone hole.

For refrigerated container shipping, the Montreal Protocol led to the replacement of CFC refrigerant R-12 with HCFC (hydrochlorofluorocarbon) and HFC (hydrofluorocarbon) gases with lower or zero ozone depleting potential (ODP). The zero ODP HFC gas R-134a became the dominant refrigerant, not least because it was also the choice of the automotive industry, ensuring plentiful global supply at a competitive cost.

While HFCs do not damage the ozone layer, they are greenhouse gases (GHGs) with a global warming potential (GWP). For the last 7 years, parties to the Montreal Protocol have therefore been working on an amendment to the Protocol that would create a legally binding framework for reducing GHG emissions. In Kigali, delegates finally managed to reach consensus and finalized a deal on a timetable that mandates countries to phase down the production and usage of HFCs.

“The talks in Kigali may not have attracted as much attention as the Paris event last year, but the outcome from the meeting is expected to have even greater impact on parties’ efforts to slow down climate change,” says the UN Environment Protection agency (UNEP).

According to the UNEP, the new deal includes specific targets and timetables to replace HFCs with more planet-friendly alternatives, provisions to prohibit or restrict countries that have ratified the Protocol or its amendments from trading in controlled substances with states that are yet to ratify it, and an agreement by rich countries to help finance the transition of poor countries to alternative safer products. Notably, African countries have opted to phase down the chemicals faster than required, citing the grave threats the region faces due to climate change.

The final deal divided the world economies into three groups, each with a target phasedown date. The richest countries, including the US and members of the European Union, will reduce the production and consumption of HFCs from 2019. Much of the rest of the world, including China, Brazil and all of Africa, will freeze the use of HFCs by 2024. A small group of the world’s hottest countries, such as Bahrain, India, Iran, Iraq, Kuwait, Oman, Pakistan, Qatar, Saudi Arabia and the United Arab Emirates have the most lenient schedule and will freeze HFCs use by 2028. But even the most lenient phase-down schedule is only a decade away.

What does this mean for refrigerants and, specifically, refrigerated container operations?
With the imminent phase-down of HFCs, manufacturers have been developing a new family of refrigerants – both pure fluids and blends – known as hydro fluoro olefins (HFOs). These HFO refrigerants have existed for some time now. However, when global warming was not regarded to be as significant a threat as it is now, the stability and performance of a refrigerant was prioritized due to

combustion issues and HFO refrigerants were not adopted for usage. Another feature of many of these products, and some existing refrigerants such as R1234yf and ammonia, is that they exhibit lower flammability. As a result, a new classification has been introduced by standards body ASHRAE to cover this feature – A2L(1).

Preparing for the future, Daikin is currently conducting risk assessments to clarify potential risks of using A2L refrigerants and conducting the necessary countermeasures. Compared to other flammable refrigerants, A2L class refrigerants are more difficult to ignite, with small propagation, because they have a low flammability limit (LFL), a lower burning velocity and higher minimum ignition energy. Risk assessment is particularly difficult for HFO refrigerants, due to the fact that usage rate is extremely low with very few accident reports, which makes defining the tolerable risk level complicated. Daikin is currently doing this by referencing International Standards for residential air conditioning and independent studies.

The Japan Refrigeration and Air Conditioning Industry Association (JRAIA) has carried out risk assessments for using A2L refrigerants on air conditioning for residential appliances, which all have been switched in to R32 without incident. Using a worst-case scenario of A2L refrigerants, we can simulate the propagation of a fire around the vicinity of the leaked refrigerant inside the container and evaluate. But the key focus point is to analyze the possibility and possible outcomes of an actual field occurrence of these controlled experiments.

What's unique with containers compared with other types of refrigeration units is that the machine itself moves around and is repaired worldwide. This presents a risk if there is no established standard level of repair work, which can be said of any kind of refrigerant. To manage this risk, Daikin is developing an additional safety measure to minimize the risk of major incidents regardless of improper repairs.

(1) Source: ACRIB http://www.acrib.org.uk/news/a2l

Resale market

T&F seminar in Ho Chi Minh, Vietnam

The Daikin team touched down in Ho Chi Minh City, Vietnam, on 27th September 2017 for its annual visit and to conduct a Touch & Feel (T&F) technical seminar.

With both Itochu and Daikin present, the team's objective was to familiarize engineers and dealers of second-hand units with the full Daikin product range, in particular the Daikin LXE10E units.

Five companies attended the seminar where they enjoyed both a classroom-style presentation and a practical demonstration of the units' functionality and technical specifications.

Another successful T&F seminar in Ho Chi Minh, Vietnam. The event took place in September and combined a presentation and practical, hands-on experience of the Daikin product range.

Events report

Intermodal South America 2017

Daikin exhibited for the 11th time at the 23rd Intermodal South America show from 4th to 6th April in São Paulo, Brazil.

We welcomed more than 130 visitors from shipping lines, leasing companies, resale dealers and service providers to our stand. This year, the Daikin team hosted a dinner for our customers at Cervejaria Patriarca, an iconic Beer House located in the famous neighbourhood of Vila Madalena in Sao Paulo city.

In 2018, the 24th Intermodal South America will change venues to Sao Paulo EXPO and will be held 13th to 15th March. The Daikin team looks forward to seeing our customers and industry colleagues once more.

9th Cool Logistics Global

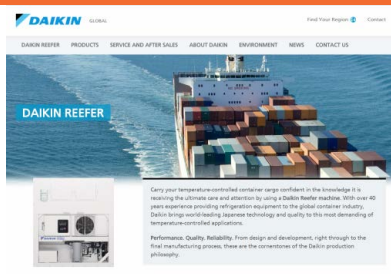
The Daikin team attended the 9th Cool Logistics Global conference that took place in Algeciras, Spain, from September 25th to 27th. This annual event is the leading forum for cold chain professionals around the world to come together to hear about market trends and topical issues.

Daikin was represented by Kenji Takata (Senior Manager), Arjan Bezemer (General Manager) and Harm Louwen (Technical Sales Support). A 40ft container was on display outside the conference venue where a ZeSTIA unit fitted with a Daikin Active Controlled Atmosphere device was fully operational. Conference delegates visited the unit to learn more about Daikin's technology as the team explained the benefits of active CA as well as the ZeSTIA Inverter.

YouTube & website

Visit our renewed website at www.daikinreefer.com and our new Daikin Reefer Youtube channel! www.youtube.com/channel/UC126ZPFTrRIepdyTyNJIXHg

YouTube



Intermodal Europe 2017 & Intermodal South America 2018

Daikin will exhibit again at Intermodal Europe, Nov 28-30, booth D30 and Intermodal South America, March 13-15, Booth 7-83. Come and visit our booth!

INTERMODAL EUROPE 2017

24th EDITION INTERMODAL 2018 SOUTH AMERICA
INTERNATIONAL EXHIBITION FOR **LOGISTICS, CARGO TRANSPORT AND INTERNATIONAL TRADE**