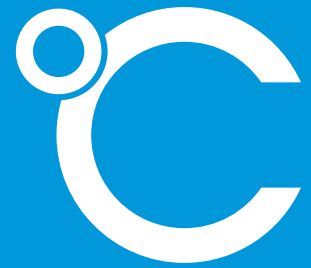


DAIKIN



DEGREE CELSIUS

Autumn 2015

THE NEWSLETTER FROM DAIKIN REEFER

First class cargo care with Daikin Active CA

Active Controlled Atmosphere (CA)
brings a new dimension to
perishable cargo care



Zestia sales boost

Hamburg Süd boosts fleet with 3,000 new Zestia units

Service network

Daikin continues to grow its global service center and dealer network

Welcome

From Katsuhiro Tetsuya, Director of Daikin Reefer Container Sales Division

Welcome to the Fall 2015 edition of our Daikin Reefer newsletter, issued to coincide with the annual Intermodal Europe show, which takes place this year 17-19 November at Messe Hamburg. As usual, Daikin Reefer will be exhibiting and our international team looks forward to welcoming reefer container customers and colleagues from around the world to stand number E20.

In this edition, we are very pleased to update our readers on a number of the leading shipping lines and leasing companies who have placed brand new business and repeat orders with us this year. Key clients this year include United Arab Shipping Company (UASC), with a repeat order for 3,500 new LXE10E Daikin Reefer units, following delivery of 2,000 new Daikin machines at the start of the year. We look forward to supporting UASC as it expands its involvement in the global reefer trades, including recent new services launched in South America and its entry earlier this year onto the North Atlantic trades linking the US East Coast and Northwest Europe.

Other major achievements for 2015 include the order of 250 Zestia units from Dole Latin America and the new business received from global container leasing company Seaco on an order for Yang Ming Corporation of Taiwan, one of our longest-standing clients. This marks our first order from Seaco after its merger earlier this year with Cronos, which has been our very good partner since 2011. Taking this as a great opportunity, we hope to see more reefer containers with Seaco/Daikin logos in the near future.

We passed yet another milestone with German ocean carrier Hamburg Süd's order for 3,000 Daikin Zestia units, powered by our patented DC inverter scroll compressor. In addition, we are proud to announce our most recent order from CMA-CGM, a member of the Ocean Three liner shipping alliance and we are very excited that they have elevated Daikin to the status of main 2015 supplier. As a true partner, CMA CGM will also soon be trialling the Daikin Active Controlled Atmosphere system.

With support from NYK Line, we have also been conducting live field trials of vegetables and avocados transported with our new Daikin Active CA technology, launched earlier this year. The trials have given us the chance to test and prove with hard data how "fast", "reliable", and "simple" our CA

device is. For more information and updates regarding Daikin Active CA, please turn to **page 4**.

Aside from the primary shipping market, we have been boosting our presence in the resale and secondhand lease markets. As reported in recent issues of the Daikin newsletter, our regional 'Touch and Feel' seminars are an important platform for us to expand and promote our business to newer markets. One of our domestic customers and seminar attendees, TKS of Indonesia, has so far purchased 50 Daikin units, acknowledging our reliability and customer-oriented business. Another domestic leasing company, Total Storage - mainly operating in South America - has confirmed it will increase its Daikin fleet from the last quarter of 2015, continuing through to 2016. Daikin units are also being utilized in the US with end customers in the bakery and winery business, praising the longevity and power consumption savings.

We hope that you enjoy this latest edition and would be pleased to receive your feedback, including ideas for any articles that you would like to see in future issues.

Katsuhiro Tetsuya
Director
Daikin Reefer







Daikin technologies

Fast, reliable, simple: Daikin Active Controlled Atmosphere (CA) brings a new dimension to perishable cargo care

Daikin is one of the newest entrants into the field of controlled atmosphere (CA) technology for refrigerated containers, with the launch earlier this year of the Daikin Active CA system. But in the field of atmosphere modification and control, Daikin brings nearly 40 years' experience, starting in 1978, developing technology for critical applications. The CA system now available to our clients in the reefer container sector draws on all of this expertise.

As reported in recent newsletters, Daikin's Active CA system is based on continuous generation of nitrogen-rich gas by a device fitted to the reefer container, which draws ordinary air from the outside and filters and separates it into the blend required inside the container for the cargo in question. This contrasts with other 'passive' types of CA system, where the nitrogen-rich atmosphere is created by pumping nitrogen from tanks into the container.

The gas separation technology selected for Daikin Active CA is vacuum pressure swing adsorption (VPSA), which is acknowledged to be one of the most efficient techniques for generating large quantities of N₂-rich gas.

The Daikin Active CA system also adapts our oxygen conserving device for medical use, which is basically required to supply clean air with some moisture level. This medical device requires an oil-free compressor to ensure air purity and we have applied the same technology for our reefer container clients. So, Daikin Active CA can make and supply clean air efficiently for your cargos, just like our systems are trusted to supply clean air for people.

The three fundamental operating pillars of our Active CA concept are: fast, reliable and simple.

Fast means achieving the required atmosphere composition in the shortest time, making CA viable for enhanced cargo care and quality even on shorter voyages, and ensuring that produce is put into hibernation as quickly as possible to ensure maximum transport, storage and shelf life.

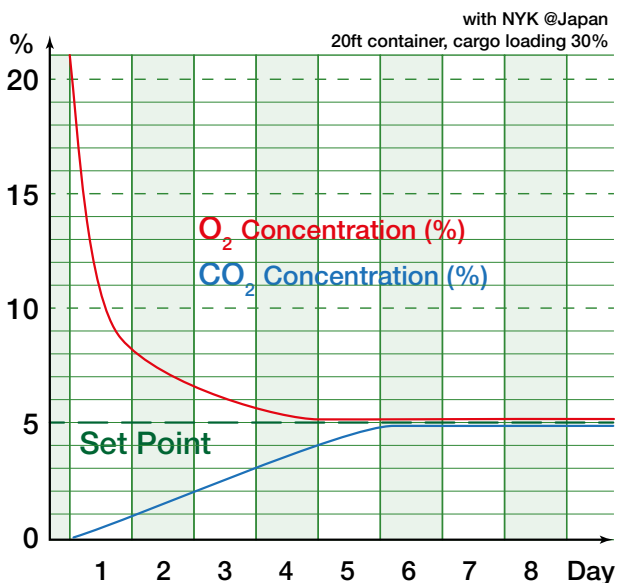


Reliable means minimizing the risk of failure in operation, giving our customers ultimate confidence. In developing Daikin Active CA, we modified proven “risk-free” devices developed for medical use to meet the particular demands of marine use. Reliability in this context means not only the consistent creation of air in the right composition, but also the system’s ability to withstand the daily realities of handling shock, rolling on vessels, the harsh marine environment and large fluctuations in outside temperature.

Simple means easy to install, operate and maintain on a worldwide basis. Our Active CA system has only two main components, which are easy to install on any reefer unit provisioned for CA and are designed for quick access from the outside.

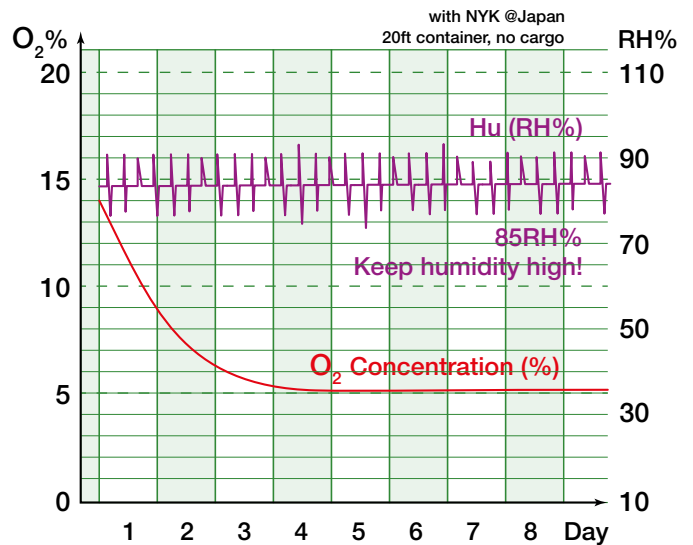
Recent trials with our customer NYK Line gave us a valuable chance to test out the system with various loads of vegetables and avocados.

With a cargo loading ratio of just 30%, the Daikin Active CA system took four days to reduce the oxygen level in a 20ft container to the required set point, as shown in the test results below. For a fully loaded container, we are able to achieve the same result in just two days, due to the faster increase of CO₂ levels inside the container.



With a cargo loading ratio of just 30%, the Daikin Active CA system took four days to reduce the oxygen level to the required set point

As shown below, test data also proved the ability of Daikin Active CA to maintain the required humidity level. In this case, 85% humidity was maintained from start of the trial, as can be seen in the diagram. This humidity level has also been confirmed for 40ft reefer containers on test with the new system.



Test data shows that the Daikin Active CA system can maintain the required humidity level and in this case kept 85% humidity right from the start

The Daikin Active CA system can alter the atmosphere inside the container down to 5% O₂ independent from cargo respiration rates. This is quite different to the various passive CA systems currently on the market and we hope that the ability to bring any kind of fruit down to atmosphere with 36 hours, and keep it there, can translate into additional shelf life. Because of the fast pull down, the system is usable on shorter voyages like in the Intra Asia trades. Trials done there so far shows a potential for converting air cargo into containers.

This is potentially ground-breaking technology not least because the cost is less than half of previous active CA systems. Development has perhaps been slower than hoped for, but drawing from lessons learned by others, Daikin wants to bring a perfect, well tested and fully ready product to the market .

For all our customers and colleagues planning to visit the Intermodal Europe show, come along to our stand E20 where the Daikin team will be pleased to discuss more about the benefits of Active CA.



Customer focus

Hamburg Süd boosts fleet with 3,000 new Zestia units

Latest Daikin additions help Hamburg Süd maintain one of the youngest reefer container fleets in the industry and meet CSR and performance goals

Hamburg Süd, a leading player in the global maritime transport of temperature-controlled cargo, is in the process of taking delivery of 3,000 of the most advanced Daikin units to date. The order is part of Hamburg Süd's annual reefer purchase plan.

Hamburg Süd already operates, amongst others, six 'Cap San' class vessels with 2,100 reefer points – the highest reefer capacity worldwide. With their low power draw, the Daikin Zestia units potentially allow Hamburg Süd to increase the reefer plug capacity, by operating two reefer containers on one plug.

Back in 2013, Hamburg Süd outlined its vision for the company's ecological, social and community responsibility. The Responsibility Report, entitled 'Making it our Business',

"We have aggressive growth plans in the reefer segment and Hamburg Süd's commitment to Zestia marks another milestone"

highlights the target in relation to reefer unit performance by forecasting an energy consumption reduction for reefer units entering Hamburg Süd's fleet in 2015. The Daikin Zestia

units fits this aim to perfection. The German-headquartered ocean carrier says that reduced ownership costs, energy savings and precision of temperature control were key factors in its decision to invest in the new equipment, while Daikin was also able to offer this high-tech equipment at an attractive price.

Daikin Reefer unveiled the Zestia container refrigeration technology in 2011 and has since worked hard at fine-tuning the performance and improving the cost

The total cost of ownership of the Zestia units has improved significantly over the past year and the units fulfil Hamburg Süd's 20% energy consumption reduction requirement

competitiveness. Also referred to as the LX10F, the Zestia unit uses Daikin's DC inverter scroll compressor technology to deliver large energy savings. The proven technology has been adapted from Daikin's global air-conditioning sector.

Traditional single-speed compressors deliver a fixed amount of cooling and heat and operate on a 'stop-start' principle, maintaining the set temperature. By contrast, inverter compressors run at variable speeds, allowing cooling capacity to adjust precisely according to cargo needs.

The Daikin Reluctance DC motor patented design for improved efficiency at all rotational speeds. Operating at high torque and efficiency without slip, the Daikin Reluctance DC motor further reduces power consumption. Units are also fitted with an AC line-reactor to manage unstable and fluctuating electricity input and transport conditions, such as in long-haul rail operations. The AC line-reactor also prevents negative phase currents that can cause power cuts or overheating of the supply generators.

"Our decision to purchase these Daikin Zestia refrigeration units was triggered by a number of key factors," said Stefan Dühning, Global Head of Logistics for Hamburg Süd. "This includes the fact that the total cost of ownership of the Zestia units has been improved significantly over the past year and the units fulfil the 20% energy consumption requirement we committed to in the 2013 responsibility report".

Since its foundation in 1871, Hamburg Süd has evolved

into a worldwide logistics and ocean transport organization, dedicated to providing customers with tailor-made transport solutions. Today, refrigerated cargo is one of the most important commodity groups carried on the company's container vessels worldwide and it has been consistently at the forefront of research and new technology developments.

"We are delighted to receive this significant business from Hamburg Süd," said Arjan Bezemer, General Manager Daikin Europe. "Having worked hard for a number of years has allowed Daikin back in the ranks as a supplier to Hamburg Süd. We have aggressive growth plans in the reefer segment and Hamburg Süd's commitment to Zestia is another milestone in this regard".

Refrigerated cargo is one of the most important commodity groups carried on Hamburg Süd's container vessels worldwide.





Customer focus

More Zestia units for Dole Latin America

Dole Latin America has leased 250 reefer containers from Beacon Intermodal Leasing LLC. The containers will be fitted with Daikin's Zestia reefer unit with Water Cooled Condenser according to Dole specifications.

"In May 2014 we started the operation of the first 25 Zestia units acquired by Dole in 2013. We operated these units in our service between Costa Rica, Honduras and Guatemala to the US and up to June 2015, these units have made more than 400 successful trips. Due to the high performance of these 25 Zestia units, among others, we have taken the decision of adding 250 units in 2015" says Mrs. Karina Rodriguez, Equipment Manager.

In addition, Mr. Marcio Rivera, M&R Manager for Latin America says "Daikin has been doing lot of improvements on the service side, adding a new parts distribution

Due to the high performance of these 25 Zestia units, among others, we have taken the decision of adding 250 units in 2015

center in Miami and also appointing additional service dealers in USA which is very important for our operations. Our idea is to start using these new units upon their arrival on next December 2015 in our service between Guayaquil, Ecuador and

USA. We are confident that these 250 Zestia units will have a very good performance same as previous 25 Zestia units added in 2014 and will allow us to keep reduction of M&R costs as well as energy consumption."

Mr. Shin Furuta (President, Daikin Reefer Division) says, "It is an honor to be nominated by such an important customer as Dole. Our presence in Latin America market has increased over the last years and this order is the result of big effort, teamwork, management support and dedication of our Latin America team. This is clear example of Daikin's customer satisfaction philosophy.



About Dole Food Company, Inc.

Dole Food Company, Inc., is one of the world's largest producers and marketers of high-quality fresh fruit and fresh vegetables. Dole is an industry leader in many of the products it sells, as well as in nutrition education and research. www.dole.com

Dole Tropical Products Latin America Ltda. has recently leased 250 new reefer containers from Beacon Intermodal Leasing LLC



Customer focus



Yang Ming

Thirty years, 20,000 units Yang Ming partnership stands the test of time

Over the last 30 years, Daikin has delivered more than 20,000 container refrigeration units to Taiwanese carrier Yang Ming Marine Transport Corporation. Our latest delivery of 2,000 brand new models epitomizes the spirit of mutual trust and innovation that underpins this long-standing relationship

In 1984, Taiwanese shipping company Yang Ming Marine Transport Corporation placed its first order for Daikin container refrigeration machines. In the three decades since, Daikin is proud to have supplied more than 20,000 units to Yang Ming. Our long-standing and amicable business relationship has been built on a foundation of mutual trust, co-operation and support, and a commitment to continuous improvement.

The joint dedication of Daikin and Yang Ming to providing the best solutions was illustrated again this year with our delivery in June 2015 of 2,000 innovative new units. Equipped with Daikin Acrylic Clear Coating for the evaporator coil, plus an updated Reheat Coil for more dehumidification capacity and controlled atmosphere (CA) provision, Daikin is confident that this brand new model can not only support Yang Ming's existing services, but also help the company to open up new business.

Today, Daikin is the only manufacturer of refrigerated container machines that designs and develops refrigerants, compressors, temperature control technologies and other key components of our equipment completely in-house. Our ability to deliver these product developments relies on input from our customers and Yang Ming provides us with a highly valued client voice.

"Yang Ming and Daikin/ITOCHU can stride forward together as very good partners," explained George Lin, Vice President of Equipment Management & Technical Department, Global Logistics Group of Yang Ming. "Yang Ming will continue to help, Daikin in terms of technology feature improvement, giving the users' voices and requests. We will try to expand our reefer business with Daikin machines that can meet real needs in the field."

Our latest order with Yang Ming is also especially significant for us as it was awarded via container leasing companies Beacon and Seaco/Cronos.

Beacon has been a Daikin customer since 2009 and over the last 6 years we have worked together on projects in Asia, Europe and USA. However, this is the first time we have worked together and secured a deal with the Taiwanese shipping industry.

In the case of Seaco/Cronos, this is our first order following the merger of the two companies this year to form one of the world's largest container lessors. Cronos has been our very good partner since 2011, while this is our very first business with Seaco. For the future, we look forward to seeing many more reefer containers with Seaco/Daikin logos around the world.

Many good forces need to come together to make things happen. In this case, the two leasing companies Beacon and Seaco both showed their trust and willingness to make it possible for our mutual customer Yang Ming to choose Daikin for this important lease business.



Customer focus

FESCO and Daikin team up

First Zestia trial in Russia



To become number one in your market, you need to meet the expectations of all your customers. That means you need to prove the performance and advantage of your equipment or service on a constant basis. And that's why Daikin and FESCO, Russia's leading reefer container carrier, who is keen to provide the best reefer service to their clients in Russia and Asia-Pacific region, have agreed to conduct an 18-month trial of ten reefer containers fitted with Zestia units

The new trial will allow Daikin and FESCO to test and confirm the performance of our Zestia units under daily requirements, to confirm that the machine can guarantee the best service for the very demanding

business of transporting perishables by rail across Russia. Running until April 2016, the trials demonstrate that Zestia is ready to satisfy market requirements and, we will focus

Daikin's R&D team has spent the last four years refining the Zestia unit for greater reliability and performance

Russian users on the considerable power and cost saving that modern, innovative reefer equipment can deliver.

As noted elsewhere in this edition, Daikin's R&D team has spent the last four years making continual

refinements to the Zestia unit to attain higher level of reliability and performance. While developing the original design launched in 2011, our R&D team also took into account previous experience with our LXE machine, which has been operating successfully on the Russian rail system since 2004.

Daikin is grateful to be given this chance to cooperate with FESCO, the biggest player in the Russian market and to share information with the highly experienced specialists of FESCO and Dalreftrans. We hope and trust that this is not just a first trail of Zestia, but rather a first step in new ways of collaborating with existing customers, and fostering a mutual approach to new customers in Russia.

Customer focus

DAL diversifies

Following extensive trials, the specialist Africa carrier has added Daikin machines to its refrigerated container fleet

DAL Deutsche Afrika-Linien is one of the most highly respected names in the Africa liner shipping market. Serving Southern Africa, East Africa and the Indian Ocean Islands, DAL is part of the Deutsche Afrika-Linien/John T. Essberger Group of Companies, dating back to 1924, with the other side of the business focused on chemical tanker, dry cargo and ship management services.

Today, DAL operates 10 liner shipping routes linking Africa to key international trading partners in Northwest Europe, the Mediterranean, North America, India, South America and the Caribbean.

Two of the guiding principles of the company are reliability and foresight. With this in mind, the company started evaluating Daikin reefer units through trials in 2014. "We decided to evaluate both the Daikin Zestia and the LXE10E, in order to understand the differences and benefits of each unit," explained Capt. Ralf Stüwe, Manager Operations, Liner Services, for DAL. "Together with Daikin we are also evaluating the power consumption of various types of cargoes. This information will enable us to better understand the cost and carbon foot print of our reefer business".

The reliable performance of the trial units eased the DAL decision to enter into a lease agreement for a number of reefer containers fitted with the Daikin LXE10E machine. "With foresight in mind, we decided to expand our current reefer unit supplier list to include Daikin," added Capt. Stüwe.

Through DAL's co-operation with Maersk Line on the South Africa trades, the company had already carried reefers containers fitted with Daikin units. "We knew Daikin well even before the trials began," said Mr Stüwe, "and they always provided excellent service and timely follow-up on technical issues even before we became their customer. These Daikin additions to our fleet will allow us to continue to evaluate performance, ahead of our future reefer container requirements".



Capt. Ralf Stüwe
Managing Directors

Resale market

Global news on the market in secondhand Daikin units

Stored in the USA

Daikin industries joined the National Portable Storage Association (NPSA) in 2014 to better familiarize the US container resale sector with our company and our products and to expand our reach into this important market. We have attended the last two NPSA Conference and Tradeshows in Nashville, TN and in Las Vegas, NV. At each show, we had a booth with our LXE machine on display and welcomed nearly 500 guests. We also plan to join the next NPSA Conference, taking place in Dallas, TX, 17-19 April 2016.

As the leading US trade association for portable storage containers, trailers, offices and other units, NPSA members offer a wide variety of equipment for sale and lease, including dry freight and refrigerated containers. www.npsa-us.org

A glass of wine, a loaf of bread, and Daikin

Two of the current US storage clients for Daikin's second-hand units are Latin Flavor, a bakery, and Keel & Curley, a winery, based respectively in Miami and Orlando, Florida. Both customers have confirmed that even though their units are more than ten years old, their condition is excellent. As both companies have their units running 24/7, the power consumption savings they can achieve by using Daikin's DTMS software are especially valued.

Making inroads in Indonesia

As reported in past newsletters, Daikin's Touch & Feel (T&F) seminars have become a core part of our education and promotion strategy, particularly for existing and potential new customers in the resale market.

This year alone, we have organized ten T&F seminars worldwide, including our well-attended event in Jakarta, Indonesia, during April 2015. One of our Jakarta attendees was PT Trans Kontainer Solusindo (TKS), part of the Kiat Ananda cold storage group. TKS is in the process of expanding its domestic reefer container business in Indonesia and has now taken 50 Daikin LXE10E units into its fleet, based on the machine's reliability and Daikin's customer-oriented approach.

Daikin has also provided TKS with a private training seminar covering basic operation and troubleshooting as a customized service to familiarize the company with our units and ensure the very best outcome.

Doing the Southern freeze

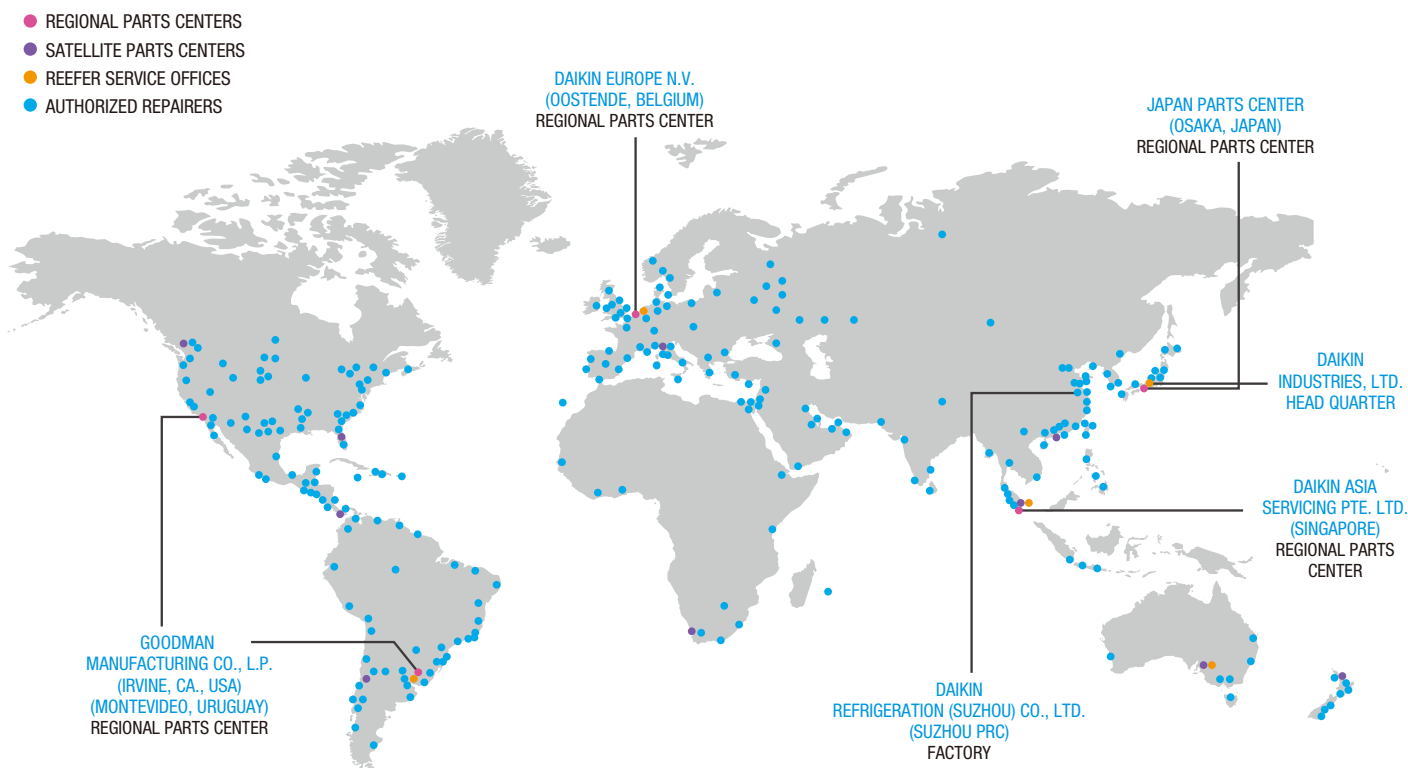
Total Storage started its domestic reefer container leasing activities in Argentina in 1998. With the support of the-then Carlisle Leasing, the company then expanded its business to southern USA and Europe, but in 2001 decided to refocus exclusively on South America. Today, Total's main operations are in Argentina and Brazil, where the local associated companies are known respectively

as GCR and Delta Containers (www.deltacontainers.com.br). The company's core business is domestic leasing of reefer containers and modified dry van containers, including units converted to houses, restaurants and larger container modifications.

Total Storage's prime focus is on refrigerated containers, as a product line that brings a lot of potential to a part of the world where refrigerated commodities are growing in volume and variety, yet cold storage space is not readily available.

With a South American reefer fleet approaching 1,000 owned units, since 2014 Total Storage has been testing Daikin reefer units for its domestic leasing activities. The results have been excellent, with the units proving their reliability and gaining acceptance in the domestic market. To provide the best service to Total, Daikin is establishing close ties with Delta Containers, supporting the Brazilian company on technical issues, maintenance and spare parts.

With successful trials concluded, and with the support of reefer leasing specialist Seacube, Total will be increasing its leasing and sale of Daikin reefer units in the Brazilian domestic market from the last quarter of 2015. During 2016, the company then plans to spread the domestic utilization of Daikin equipment to other South American locations.



9 dedicated reefer service engineers more than **447** service points network
15 spare parts distribution centres all over the world

Service update

Building our global service network

During the last two years, Daikin has continued to build up its global service center and dealer network, with the goal of giving customers the best access to professional support and parts in all the local markets where they do business.

Since the start of 2014, we've expanded our worldwide service network by 14%, adding 45 new locations in Europe, Africa, Asia and the Americas. The Americas region has been a major focus for development, with 24 new service locations added in US/Canada and 12 in Latin

America. As a result, Latin America is now home to our largest regional service network, with 71 locations, followed by US/Canada with 69 locations.

In 2016, we will continue to expand the network in line with trade and customer needs.

For full details of our service and dealer network, please contact us at service.daikin.com/reefer/

Events report

Intermodal Asia



Daikin's theme at this year's Intermodal Asia show was 'Daikin innovation, the art of craftsmanship'. Around 180 customers visited the booth over the three-day show.

This year, Daikin exhibited for the second time at the Intermodal Asia show, which took place at the Shanghai World Expo Exhibition & Convention Center, 24-26 March. Around 6,000 people attended and we had about 180 customers visiting our booth.

Our theme this year was 'Daikin innovation, the art of craftsmanship' and we promoted our new Active CA technology with displays of our actual LXE Daikin Active CA unit and our very first NYK CA unit panel.

Similarly to the previous year, we also conducted a successful tour of our DRS factory on 25 March. Attended by 29 customers, the tour provided a chance to showcase the craftsmanship and quality control of the DRS team. Daikin also took advantage of the opportunity to stage one of our popular Touch & Feel (T&F) sessions for customers in China, attracting 56 participants from shipping lines, resale dealers and service based in Shanghai, Qingdao and Shenzhen.

www.intermodal-asia.com

Cool Logistics Asia

"Designing perishable supply chains of the future" was the theme for the first ever Asian edition of the established Cool Logistics conference, which took place in Hong Kong on 2 September as part of the annual Fruit Logistica Asia trade fair for fruit producers, sellers and buyers.

Three Daikin executives attended the conference to meet with representatives from shippers, carriers, 3PLs, ports/terminals and other members of the cold supply chain

involved in developing Asia trade. The conference heard that the cold chain market in Asia is set to explode in the short to medium term, growing by 40-50% to meet the rising demand for perishable goods as a result of higher middle class incomes, more wealth distribution and development of e-commerce.

Cold chain infrastructure, equipment, services and skills all need considerable investment to catch up, creating a

lot of development opportunities, said speakers. However, significant risk factors are also present, including fears over the softening China market, and the prolonged volatility in global reefer shipping.

A conference report is available at:

coollogisticsresources.com/asia/cool-logistics-asia-conference-beats-expectations/

**Mr Takata, Manager Sales Department
Reefer Division, speaking at Daikin's first
ever Cool Logistics Asia event**



Cool Logistics Global

Hot on the heels of its first Asia conference, Cool Logistics staged its seventh Global conference in Bruges, Belgium, 29 September to 1 October. Daikin was pleased to be a silver sponsor at this annual international gathering for the perishable logistics and transport community.

Arjan Bezemer, Daikin Europe's General Manager, also took part again as one of the conference speakers, presenting Daikin's latest views and outlook on container refrigeration and controlled atmosphere technology. Wide-ranging debate at the seventh conference covered macro-trends

in food demand, retail and trade, including the impact of the Russian food ban, the outlook for reefer container shipping capacity and rates, investment and 'black holes' in cold storage and port operations, prospects for inland intermodal reefer operations, and advances in technology.

Read the conference report at coollogisticsresources.com/global/cool-logistics-global-2015-reveals-the-paradox-of-the-missing-link/

Upcoming: Intermodal Europe 2015

Daikin will exhibit again at the 40th anniversary Intermodal Europe, taking place on 17-19 November at the Hamburg Messe. At our stand you will find information regarding our latest efforts to enhance customer satisfaction, latest developments with our Zestia and LXE models, and our new Active CA system.

We are looking forward to seeing many of our customers and business partners on Stand E20 at this annual meeting place for global container owners, operators and suppliers.



Daikin people



DAISY MIKOEN
Office Support, Daikin Europe

“In a technically-oriented team like the Daikin Reefer team in Rotterdam, you need someone to support general office planning, organize business trips, and undertake all the administrative tasks that ensure the office runs smoothly. And that would be me.

My name is Daisy Mikoen and I joined Daikin in April 2015 as Office Support. I used to work as a management assistant at publicity agency that was ruled by hectic advertising deadlines. After four years I made a change in career and started at a company which produces

and sells hydraulic and air appendages. This was a very interesting business where I learned a lot of technical aspects.

The world of reefers is a whole different industry for me, but this change – and also the experience that no single day is the same – is exciting and is giving me the opportunity to learn, grow and discover. At the moment I’m busy with preparations for the Intermodal 2015 show in Hamburg. I’m looking forward to this event and to the chance to meet international colleagues and customers in person. Besides working for Daikin, I’m a mom of two six-year-old twin boys. I swim twice a week and enjoy travelling very much.”

GERBEN SLOOFF
Service Support, Daikin Europe

“My journey in the cooling industry began in 2008, when I started working for an air-conditioning company based in the Netherlands. Although I had no experience or knowledge about the industry, I became interested and wanted to learn more. In a short time, I earned my certificate in Cooling Techniques.

I am also fascinated about the workings of the human body and its capabilities. This passion led me to start my own business as a Personal Trainer, training and coaching clients in living a healthy lifestyle, inspired by my Martial Arts background. After working as

a personal trainer for a few years, I decided it was time to return to the technical world and started working for a multinational provider of communications networks, as Customer Service representative for the business market. I also went to Evening school to study Electrical Engineering and learn more about the technical side of the refrigeration business.

Now at Daikin, I support my service colleagues in the field and help our customers and dealers around the world. During my free time, I enjoy sports like Martial Arts, calisthenics, running and weight lifting.

