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ore technologies created in-house, focusing on the details. Speedy, customer-orientated support from global locations. Continuous improvement for optimal performance and efficiency. Combined expertise in multiple fields to generate new solutions. All ensured by the highest Daikin quality.



www.daikinreefer.com



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### Welcome

# From Shin Furuta, President of Daikin Reefer

elcome to the Spring 2018 edition of the Daikin Reefer newsletter, issued ahead of the annual Intermodal South America show in São Paulo, Brazil, on 13-15 March, where Daikin will exhibit once again at Booth 7-83. South America is one of the world's leading production regions for fresh fruits, vegetables and protein and we look forward to welcoming customers and business partners to discuss the latest container refrigeration and CA technologies that can support the continent's trade in perishable goods.

This is a very special edition for everyone at Daikin, as we celebrate 50 years in the business of container refrigeration. As you can read on page 4-7, our first reefer machine was produced in 1968, the same year that the first ever fully containerised ship sailed from Japan to the US West Coast.

Half a century on, we remain committed to continuous improvement, adopting the very latest technologies to enhance the performance, quality and reliability of our reefer machines. Today, that includes digitalisation and

This is a special edition for everyone at Daikin, as we celebrate 50 years in container refrigeration. Half a century on, we remain committed to continuous improvement

automation technologies to create a new generation of "intelligent equipment" that can dramatically improve the performance of complex cold chain operations. You can read more about Daikin's digital developments and our vision for the future of 'smart reefers' on page 4-7.

In this edition, we are pleased to report that we have been working together with Zanotti, a member of the Daikin family since mid-2016 with high focus on energy-saving



and sustainable, green technologies for multiple cold chain applications – see page 12-13.

One of our major investments in the past few years has been the Daikin Active CA system and on page 8-9 we are pleased to report on the successful outcome of a CA proof of concept shipment with New Zealand avocado grower Avanza last December.

Working directly with growers and shippers such as Avanza is very important for Daikin. In this edition, we also report on a successful "hot cargo pull-down" trial with CF Line, one of Thailand's biggest durian shippers. Other featured customers include Tropical Shipping, a leading regional carrier serving the US and Caribbean, and Cargostore, an international container supplier (page 10-11).

We hope that you enjoy this latest edition and will always be pleased to hear from customers, suppliers and business partners with ideas for future stories.

Mr Shin Furuta President, Daikin Reefer

# **Daikin history**

#### Daikin celebrates 50 years of innovation

Half a century on from producing one of the world's first container refrigeration units, Daikin Reefer maintains the spirit of innovation with technological advances to support global reefer trade into the new digital era of intelligent, connected assets

t was in 1968 when Japan's first fully containerised ships went into service to the West Coast of the USA and Europe, ushering in a new maritime era that has transformed world trade as we know it today. That same year, Daikin became one of the first companies in the world to design and build specialist refrigeration machinery for containers.

This early breakthrough by Daikin and other technological pioneers at the dawn of "the box" allowed perishable cargoes to be unitised rather than shipped in bulk and laid the foundations for today's truly global trade in food, where fruits, vegetables, fish, seafood, chicken, beef, pork, dairy and prepared products criss-cross the world daily. Today, refrigerated shipments of food, pharmaceuticals and other temperature-sensitive goods making up an estimated ten per cent of total global container trade.

#### In 1968, Daikin became one of the first companies in the world to design and build specialist refrigeration machinery for containers

In the five decades since producing that first machine, Daikin has been among a mere handful of companies that have invested time, money and expertise in perfecting the art of climate control for temperature-controlled cargoes in containers. Along with continuous advances in refrigeration technology to deliver the very best cargo care and optimal energy efficiency, Daikin has also invested in innovative controlled atmosphere and other climate solutions that allow reefer containers to carry a growing range of sensitive fresh produce over short and long distances, keeping cargoes in top condition for maximum quality, sale value and shelf life. Considerable R&D has also gone into ensuring that Daikin machines are highly reliable and as easy as possible to maintain and repair in the field. Additionally, Daikin has invested in building up a global after-sales service network that now includes 15 spare part centres, more than 470 service points and 11 dedicated reefer technicians around the world, supporting users to keep their refrigerated transport operations on the go without disruption. In 2001, we opened our Reefer Service & Engineering Office in Rotterdam, the Netherlands, to support customers across EMEA. Then in 2007, we invested in our DRS manufacturing facility in Suzhou, China.

Today, Daikin is proud to serve over 290 customers across the globe. Our 16% market share makes us the second largest provider of refrigeration machinery to the world container industry. We count more than 70 global and regional ocean carriers among our clients, plus 17 container leasing companies, including the largest names in the business. And we are honoured to provide the latest refrigeration technology to the military and major food brands, NVOCCs and other logistics providers active in cold chain services.

Across the years, Daikin has consistently innovated to ensure the performance, quality and reliability of our machines. In the core philosophy of continuous improvement, we have consistently incorporated the latest advances, including cutting-edge technology designed and manufactured in-house within the Daikin global air-conditioning and refrigeration family.

Daikin is the world's leading manufacturer of scroll compressors and was one of the first to incorporate scroll compressors into container refrigeration machinery when we introduced the LXE10E series in 2001. Since then, the LXE range has benefitted from many new and upgraded



Daikin Refrigeration Suzhou Co Ltd (DRS), our container refrigeration factory in China, celebrated an important milestone recently when the 100,000th unit rolled off the production line.

features, including DTMS software to reduce energy consumption and the addition of a USB port on our newest J model for downloading data and uploading software. www.daikinreefer.com/lxe/technologies

Launched in 2011, our ground-breaking ZeSTIA unit was the first to adopt DC inverter compressor technology for significant energy savings without compromising cargo care. www.daikinreefer.com/zestia/technologies

Our Active CA solution, introduced in 2015, incorporates technologies used in Daikin's medical oxygen concentration device, which enables the precise control of the atmospheric content inside the container in a fast and continuous manner. www.daikinreefer.com/daikin-active-ca







Continuous improvement continues today in the current and coming digital and automated era of "intelligent assets" where Machine-to-Machine (M2M) and Internet of Things (IoT) real-time telematics and sensors, big data analytics and artificial intelligence (AI) will dramatically improve the reliability and performance of complex cold chain operations.

Considerable R&D has gone into ensuring that Daikin machines are highly reliable and easy to repair and maintain in the field

For cargo owners, shipping lines and other operators, a key benefit of IoT telematics and sensors is real-time visibility to the location and condition of containers and their contents around the world, with automated alerts enabling corrective action to be taken remotely, such as changing container temperature or alerting the next available technician to stand by for repairs. Using information gathered from M2M telematics and sensors, big data is also an essential part of machinery analysis, enabling a more streamlined



Launched in 2011, our ground-breaking ZeSTIA unit was the first to adopt DC inverter compressor technology for significant energy savings without compromising cargo care. Our LXE series has benefited from continuous technological improvements since its introduction in 1985, making it one of the most dependable and highest performing machines on the market.

maintenance, breakdown and repair process to reduce equipment downtime.

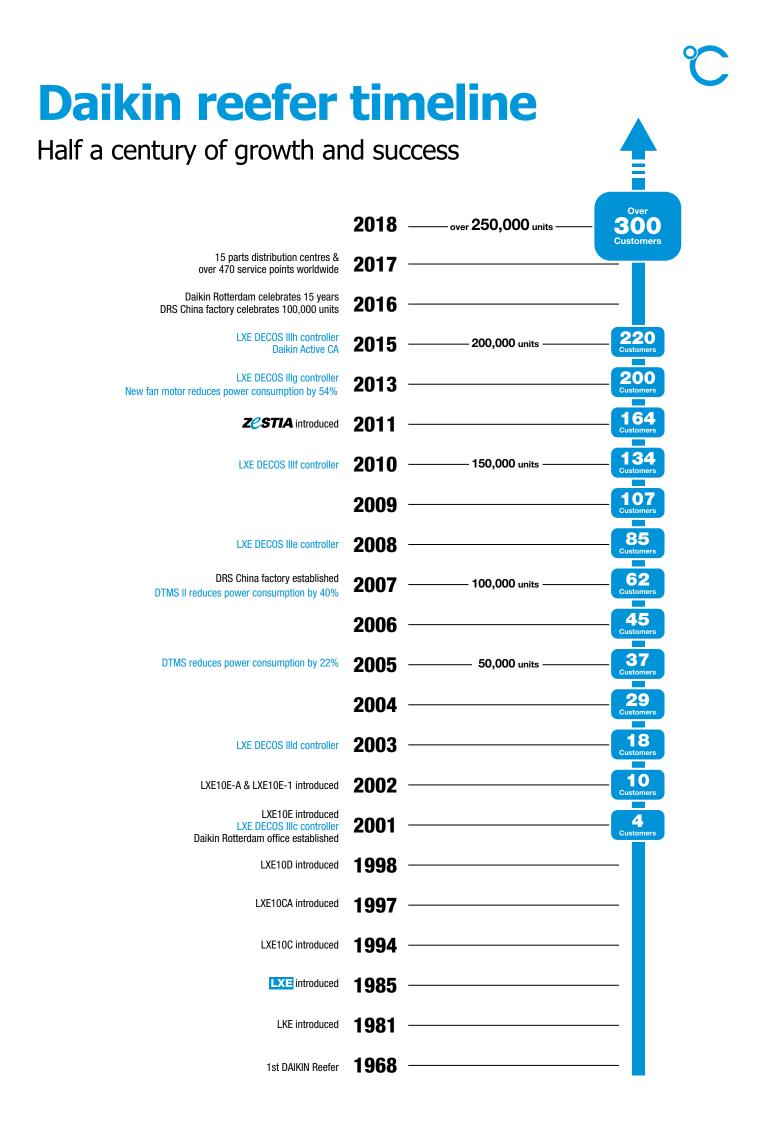
Our latest digital enhancements include Daikin Intelligent Pre-Trip Inspection (DIPTI) software for ZeSTIA units. Historically, PTIs are a manual process that costs the reefer container industry considerable time, money and lost velocity,

#### ZeSTIA machines can now self-assess and run diagnostics on how well machinery is performing, based on information gathered from the previous trip

slowing down the ability to turn empty units round for a new paying load. ZeSTIA machines equipped with DIPTI can now self-assess and effectively run diagnostics on how well the machinery is performing based on information gathered from the previous trip. Utilising these data, the reefer makes an informed decision on whether a PTI is needed. Our intention is to take this a step further by utilising AI to improve machinery performance. We envision a future in which a reefer that is not performing at optimal level, or is running on old software, can "talk" with a newer reefer to compare performance, or to get the latest software.

Alongside the trend toward smart and automated is a drive towards clean and efficient energy use. The new ZeSTIA power meter function, which calculates power consumption per second and reports an accumulated daily total, is another enhancement to support optimal performance.

True to the Daikin philosophy, together we generate new value by anticipating future needs. There is no doubt that the drive towards digitalisation will continue. However, it is ultimately people who are central to upholding the highest levels of reliability and it is their skills, married with technological advancements, that will drive the continued evolution of the market. As we enter a new technology era, Daikin remains committed to upholding the principles of performance, quality and reliability in our products and services, and working together with our clients to deliver the next generation of global refrigerated container operation.



### **CA update**



#### Avanza successfully trials Daikin's Active CA for avocados

New Zealand-based avocado grower AVANZA trialled a proof of concept shipment with Daikin Active CA between the ports of Tauranga and Busan, South Korea

VANZA, a leading supplier of premium Hass avocados, has completed a successful trial with Daikin's active controlled atmosphere technology with a proof of concept shipment of 6,500kg avocados between the ports of Tauranga, New Zealand, and Busan, Korea. The positive outcome now sees Daikin's Active CA in pole position for transportation of next season's avocados.

The trial took place in December, towards the end of the New Zealand avocado season, which runs from September to January. As global awareness of the health benefits of avocados increases, so too does demand. By slowing down the ageing process that food and other sensitive, perishable products undergo during transit, CA allows them to be transported in better condition for longer periods of time, extending shelf life.

Mr Colin Partridge, Technical Manager and representative of AVANZA, explained, "Controlled atmosphere reefer technology is essential to our business, as avocados are a high respiring cargo and need precise optimal atmosphere levels throughout transit to safeguard quality over long distances. As the only active, rather than passive, system in the market, we wanted to trial Daikin's Active CA technology to see if the benefits of an active system are genuine. We're

delighted with the results and are now discussing the use of Daikin's system for next season's shipments." Adapted from Daikin's oxygen concentrator, which was developed for use in the medical industry, Daikin's new Active CA technology is the only active technology on the market. It's based on vacuum pressure swing adsorption (VPSA), an active atmosphere separation technology that can create the optimal controlled atmosphere very quickly. VPSA uses the mineral adsorbent zeolite to capture a large quantity of nitrogen from the air and transfer it into the reefer container, allowing oxygen levels to be quickly reduced,

Left, Daikin Active CA can reduce oxygen levels quickly without the need for additional nitrogen gas injection. Right, an Active CA kit, installed onto a ZeSTIA unit for the trial with Avanza.



without the need for additional nitrogen gas injection.

Unlike passive CA, which relies on produce respiration, Daikin's Active CA delivers nitrogen-rich gas to the reefer container with inbuilt equipment, reducing oxygen density rapidly. This puts the fresh produce to "sleep" in a matter of a day or so, leading to longer shelf-life at the destination. In addition, produce loses its water content from respiring. Active CA's ability to put the produce to sleep quickly minimises loss of water content. With produce such as avocados, this can be done in less than half the time when compared to passive systems.

Mr Ah Huat Goh, General Manager, Global Marketing and Service, Reefer Container Department, for Daikin Reefer commented, "Daikin's Active CA represents a new and innovative approach to cargo care, which is providing both shippers and shipping lines an opportunity to provide new services and added value to their customers. For produce such as avocados and apples, food scientists and growers alike understand the benefits of consistently low oxygen and low carbon dioxide settings

"We're delighted with the results [of Active CA] and are now discussing the use of Daikin's system for next season's shipments."

during transit. Thanks to the positive inside pressure created by the nitrogen gas injection, which prevents the ambient air from entering the container, Daikin's Active CA system can reliably maintain low O<sub>2</sub> and CO<sub>2</sub>



levels. With Passive CA, the pressure inside the container is negative which makes it easier for oxygen to ingress, especially as the box ages, potentially causing damage to cargo."

For the AVANZA trial, Daikin's engineering team installed an Active CA "kit" onto a 20ft ZeSTIA unit which had been CA provisioned. The ability to retrofit Active CA onto CA-provisioned units ensures that upgrading containers is quickly achievable.

As global populations and average salaries grow, the reefer segment continues to expand. Further advances in CA technology are enabling the carriage of new cargoes along diversified routes. Daikin's Active CA technology is not only suitable for high respiring produce, but also for low respiring leafy vegetables and fruit such as grapes and berries, which have been traditionally difficult to ship over long distances.

Active CA puts produce to "sleep" more rapidly than passive CA systems do, resulting in less water loss and a longer shelf-life, which is particularly valuable for delicate produce such as avocados.

### **Customer focus**

### cargostore

worldwide trading

#### Cargostore

argostore Worldwide Trading Limited is one of the world's leading suppliers of ISO shipping containers and DNV 2.7-1 offshore cargo carrying units.

With its head office in London, the company also operates from offices in Abu Dhabi and the Netherlands, and from depots based in Germany, Holland, UAE, KSA, USA and the UK. Cargostore first ordered Daikin units in 2011 and most recently ordered 50 LXE units in December 2017.

"We are delighted that our partnership with Daikin goes from strength to strength," commented Mr Jacob Poot, Cargostore Vice President Offshore. "The guality and reliability of Daikin's technology and units means that we can deliver excellent service to our customers, year upon year."

For further information visit www.cargostore.com or email offshoresales@cargostore.com

# **Customer focus**

#### Trop **COMMITTED TO ISLANDLIFE** Tropical Shipping orders 500 Daikin units PART OF THE SALTCHUK FAMILY OF COMPANIES

ropical Shipping and **Construction Company Ltd** has decided to add Daikin's ZeSTIA units to its fleet of reefer equipment and has placed an order for 500 units.

"Since 2016 we've had five ZeSTIA units on trial. During that time we have conducted several tests and also shipped the units from Canada to Riviera Beach and onwards to the Caribbean region. We have confirmed the reliability, efficiency and easy operation of the Zestia model, so we are confident that by adding this quality equipment to our reefer fleet we

will reduce our M&R costs," says Mr Douglas Vogt (Tropical AVP Terminal Operations & Equipment).

Added Mr Katsuhiro Tetsuya, Director from Daikin, "We are very proud to add Tropical Shipping to our long list of customers using Daikin reefer equipment. This order acknowledges the recognition of our brand in the US market and encourages us to continue developing and growing our reefer equipment business in North American and Latin American markets."

**About Tropical Shipping** 

Tropical Shipping, a member of

Saltchuk Group (www.saltchuk.com) is a shipping company headquartered in Riviera Beach, Florida. For over 53 years it's been the Caribbean's most trusted cargo and freight shipper.

Tropical Shipping delivers the most reliable and complete cargo transportation services in The Bahamas and The Caribbean, including Refrigerated, Less Than Container Load, Marine Insurance, Consolidation, Cargo Transfer, Inland Transportation, Global Partner and Project Cargo services

For more information visit www.tropical.com



# **Customer focus**



#### CF Line

aikin has always been passionate about continuous enhancement of refrigeration technology to improve cargo care, energy performance and running costs. Achieving efficient pull-down of hot cargo has been a key focus area, helping shippers and carriers to ensure optimal delivery of fresh produce that is above the required transport temperature when loaded into the container.

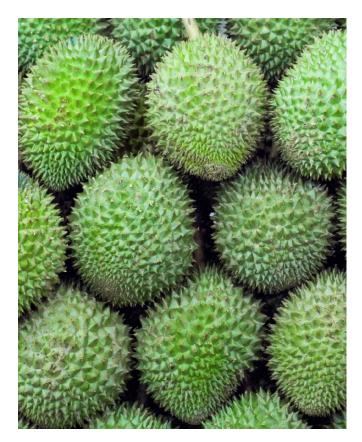
A key example is durians, known as "the king of fruits" across South East Asia, where it's widely grown. Each pungent fruit weighs up to 1kg and is rich in nutrients, including potassium, iron, vitamin C and B complex and dietary fiber. Most durians are consumed domestically, but there's also an export trade across South-East Asia and beyond. In recent years, Chinese consumers have acquired an appetite for durians and China is anticipated as a huge export market for the future. Today, Thailand is the world's top durian producer and largest exporter, shipping 358 thousand tonnes worth US\$388 million in 2015\*. But the size of the durian, and its high concentration of fat and carbohydrate, make post-harvest cool-down a challenge.

In April 2017, Daikin made a live cargo trial with durians from packing house to export terminal with the kind support of CF-Line, one of Thailand's biggest durian shippers. The goal was to demonstrate the enhanced pulldown performance of our LXE10-E refrigeration unit, based on several modifications to the machine structure and control logic in the past years.

"I am quite happy with the test result and have no concerns for using Daikin reefer for hot loading durian cargo, even in the hottest season in Thailand," said CF-Line President Huang Wen-Chun. "It's very important that we can trust the reefer unit to achieve and maintain the right temperature so that our fruit is delivered in the very best condition."

The successful pull-down trial with CF-Line is just one example of Daikin's close working relationship not just with cargo carriers, but also with shippers, to identify and implement continuous performance enhancements that meet new and changing transport needs.

\* Source: www.thestar.com.my/business/business-news/2017/05/13/thechina-factor-in-durian-prices



The size of the hefty durian, as well as its high concentration of fat and carbohydrate, make post-harvest cool-down a challenge, but Daikin's LXE10-E unit has proven more than capable.



CF-Line President Huang Wen-Chun and representatives from Daikin Reefer.

Zanotti focuses on the European marketplace. It supports both small- and large-scale operations, such as the processing of cheese and salami, and ice cream production.

### **Refrigerant update**

Zanotti S.p.A. acquisition reinforces Daikin's refrigerant diversity and cold chain capabilities



n July 2016, Daikin Industries Ltd, via subsidiary Daikin Europe NV, acquired Zanotti SpA, an Italian designer and manufacturer of cold chain solutions for the refrigeration, preservation and transport of fresh and frozen foodstuffs. Founded as a family-owned company in 1962, Zanotti today is an international group, with design and production units in Italy, Spain, UK and China, and a dense network of certified distributors providing expertise and assistance throughout the world.

Zanotti's extensive commercial and industrial product line spans the whole food chain – from cooling and air treatment units for post-harvest agricultural materials, food processing, cold stores and logistics distribution centers, through freezers and refrigerators for groceries, small food stores, supermarkets, hypermarkets, restaurants and pubs, to transport refrigeration units for short-, medium- and long-distance road distribution. The main focus of the company is on selecting the most appropriate use of "cold" technology for refrigeration and storage of agro-foodstuffs, drying and seasoning of cold cuts and cheese, grain chilling in silos and truck refrigeration. Truck refrigeration units are used for urban, extra-urban and international deliveries, including battery-operated units for small delivery vehicles, direct drive units for LCVs and medium trucks and diesel designs for medium to large trailers and trucks.

Recently, Zanotti and Daikin have been working together on a reefer container project, which confirms the synergy between the two companies

The stationary refrigeration range includes designs for small, medium and large applications, including systems to support small-scale traditional food processing of salamis and cheeses, plus wine conservation and refinement. Zanotti is also active in turn-key projects for large-scale operations including food processing and storage, including ice cream production. Recently, Zanotti and Daikin Reefer have been working together on a reefer container project, which confirms the synergy between the two companies on refrigerated transportation solutions.

Zanotti focuses on the European marketplace, a region of the world where energy-saving and sustainable, green technologies are high in importance on the regulatory agenda and in the public conscience. For some years now, the company has designed and commissioned refrigeration

#### Zanotti epitomizes the Daikin philosophy that clients and applications must have diversity of refrigerant choice

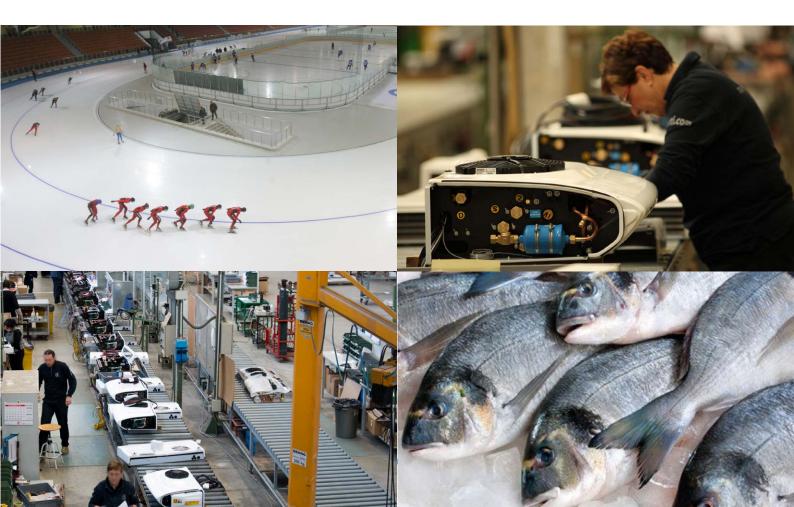
solutions using natural gases including ammonia and  $CO_2$ . It has also developed a range of low GWP (global warming potential) products using a wide variety of f-gases in innovative energy- and emissions-saving designs. For nearly five years now, the company has also been working according to eco-design protocols to ensure all equipment is fully recyclable at the end of its lifespan.

Zanotti's expertise, experience and approach are an ideal fit into the Daikin European and global portfolio and expands our footprint along the cold chain. Zanotti epitomizes the Daikin philosophy that clients and applications must have "diversity of refrigerant choice." As discussed in previous newsletters, Daikin is currently researching and evaluating HFO and HFC gases, refrigerant blends, CO<sub>2</sub> and ammonia as current and/or potential future candidates for container transport, road transport and static applications.

There will be no "one size fits all" solution to satisfy decarbonisation, environmental and energy-saving demands while maintaining the required temperature control and product care capabilities. Whether for mobile or fixed applications along the cold chain, Daikin will continue to focus on selecting the appropriate refrigerant or refrigerant blend for each application, offering customers a variety of options to meet their commercial, operational and regulatory needs.

www.linkedin.com/in/zanotti-spa-898b22a9 www.zanotti.com/en

Clockwise from top left: Zanotti's diverse range of services includes ice rinks; Zanotti units on the factory floor; fresh fish; units on the assembly line.



### **Resale market**

# Daikin's team visits Mumbai, India, for Touch & Feel education session

he Daikin team touched down in Mumbai, India, on 15 November 2017 to conduct a Touch & Feel (T&F) seminar.

With both Itochu and Daikin representatives 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.

Six companies attended the seminar, where they enjoyed both a classroom-style presentation and a practical demonstration of the units' functionality and technical specifications. The afternoon session was arranged at a terminal, where customers were able to actually operate a Daikin unit.



Representatives from Daikin and Itochu familiarized engineers and secondhand dealers in Mumbai with the full Daikin product range.

#### Service update

Daikin Reefer makes two new reefer service appointments



n November 2017, Jodo Shinji rejoined the global service team at Daikin's headquarters in Osaka, Japan. He is a Daikin veteran with a 27-year career in air-conditioning and refrigeration. Previously, he worked for Daikin Reefer Service 2005-2010, where he focused mainly on improving parts supply, then

2010-2017 at Daikin Singapore, where he specialised in air-conditioning. Says Mr Shinji: "I will work together with the sales and production teams in order to improve Daikin reefer service even more."

Global Service Dept, After Sales Service Div Umeda Center Bldg, 2-4-12, Nakazaki-Nishi, Kita-Ku, Osaka, 530-8323, Japan Tel: (+81) 6-6374-9352 Fax: (+81) 6-6373-7297 Email: svc.ref-field@daikin.co.jp



arlos Sanabria joined Daikin Reefer in January 2018 as Regional Service Manager for USA and Canada, based in Irvine, California. He's an industrial engineer with over 17 years' experience in the reefer container industry. He started his career with Maersk as an M&R manager and later offered service

for different shipping lines and companies in El Salvador and most recently Oakland, California. "I have seen the evolution of the reefer industry and I can say that Daikin has been leading technological changes, last of them with Daikin Active CA, which make me feel proud to be part of this organization," says Mr Sanabria.

Goodman Manufacturing Co, LP (USA, Canada) Address: 17570 Cartwright Road, Irvine, CA, 92614, USA Tel: 949-732-5011 Carlos Sanabria (Regional Manager/Reefer Service) Mbl: 1-949-236-9122 Email: carlos.sanabria@daikinreefer.com

# **Events report**

#### Intermodal Europe 2017

he Daikin team was delighted to return to Intermodal Europe 2017 in Amsterdam: this key industry forum is an important event in the Daikin calendar. The team promoted Daikin's Active CA, and both LXE and ZeSTIA units with Active CA installed were on display for customers to view whilst visiting the stand. The team enjoyed a very busy three days with visits from industry colleagues and clients.



Mr Ah Goh, Daikin's General Manager, Global Marketing and Service, spoke at the Cold Chain Forum, focusing on Active CA and the growing importance of cold chain technology in the transportation of perishables.

He highlighted the benefits of Active CA compared to Passive CA, such as a much more rapid O2 pull down and the creation of positive pressure inside the container. With the rapid O2 pull down, the perishables go into "sleep mode" much more quickly, and this slows down the ageing process at an early stage and prevents water loss. The positive pressure created inside the container blocks ambient air ingress, ensuring optimal CA and temperature control as well as realizing extended CA application due to higher air leakage tolerance.



#### Fruit Logistica 2018



ruit Logistica is an important event in the calendar for companies and professionals involved in international supply chain and attracts visitors and exhibitors representing the entire spectrum of the fresh fruit and vegetables sector.

The 2018 event took place in Berlin, 7-9 February, and Mr Ah Goh, Daikin's General Manager, Global Marketing and Services, was invited to address visitors at the conference.

Once more, the growing importance of cold chain technology to ensure the safe and effective transportation of perishables was the focal point of Mr Ah Goh's address to the cold-chain professionals present at the conference.

# **Upcoming events**

#### Intermodal South America 2018

he 24th edition of Intermodal South America, the annual trade fair for Latin America logistics, cargo transport and international trade, takes place in São Paulo, Brazil from 13-15 March. This major event is attended by over 33,000 industry professionals including shippers, logistics providers, shipping and transport companies and port operators.

According to the UN Economic Commission for Latin America and the Caribbean (ECLAC) in 2018, the outlook for South America in 2018 is positive, with economic growth of 2% across the region led by Brazil, Chile, Colombia and Peru. This is the fastest rate of growth for five years and should translate into significant increases in exports and imports. Latin America is an important global food supplier, exporting fruits, vegetables, beef, chicken and pork, among other



produce, creating a high demand for refrigerated containers. Daikin is pleased to take part once again at Intermodal South America and we look forward to welcoming visitors at our

Booth 7-83 to discuss the latest container refrigeration and controlled atmosphere technologies.



For more information and to register as a visitor www.intermodal.com.br/en

#### Daikin joins NPSA annual conference in USA

PSA, the National Portable Storage Association, holds its annual conference and exhibition in West Palm Beach, Florida, from 8-10 April and Daikin is pleased to be in attendance once again at booth #336 as part of our commitment to the domestic and resale markets.

NPSA is the leading US trade association for companies offering secure, portable storage containers, portable or mobile storage trailers, portable or mobile offices, portable or mobile storage units and the industry that surrounds us. NPSA members offer a wide variety of storage containers, shipping containers, cargo containers, storage units, storage



trailers and much more for sale and rent.



#### For more information

https://npsa.org/Event/2018-Conference-Tradeshow



We are tweeting daily about Daikin's activities and market news. Be sure to check us out at twitter.com/DaikinReefer



Send us a tweet! We would love to hear from you! **#DaikinReeferTeam** 

### Linked in

Be sure to check us out at www.linkedin.com/company/ daikin-industries



Feel free to follow us and comment on our posts! We would love to hear from you!

#### 🕨 YouTube

Check out our new Daikin Reefer Youtube channel!



