



Trailcon Selects Digi SafeTemps for Condition-Based Monitoring and Fleet Tracking

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Digi Smart Solutions Signs Long-Term Agreement With Leading Canadian Trailer Leasing Provider

MINNETONKA, Minn., Dec. 11, 2017 /PRNewswire/ -- Digi International®, (NASDAQ: DGII), (www.digi.com), a leading global provider of Internet of Things (IoT) products and services, today announced that Trailcon Leasing has signed a multiyear agreement to implement Digi SafeTemps™ to modernize its fleet with precise usage tracking for optimized maintenance and increased efficiency.



Trailcon Leasing, which recently celebrated its 25-year anniversary, is a Canada-based leader in trailer rental, leasing and maintenance solutions serving some of North America's largest companies. It has more than 7,000 trailers and five locations across Canada supporting its nationwide business of leasing, renting and servicing operations that includes a mobile repair fleet of nearly 100 licensed trailer technicians, the largest in the nation.

With this agreement, Trailcon is implementing Digi's advanced, technology-supported solution to fulfill its main objective of providing exceptional service to its customers, which includes many of Canada's largest for-hire carriers, private fleets and major grocery and retail chains, with a high-performing, reliable fleet of equipment. The selection of SafeTemps allows Trailcon to offer benefits from improved maintenance procedures based on precise distance and usage tracking – features that also guarantee accurate invoicing and increased efficiency for customers.

Additionally, Trailcon customers can opt to access SafeTemps' real-time, in-transit GPS and temperature tracking capabilities via separate arrangement with Digi. In addition to tracking the location of shipments, Digi SafeTemps measures air temperature in the trailer to give Trailcon customers interested in this service a view of their inventory's status and, in the case of perishable goods, insight into the safety of their products.

"Digi came in with their eyes wide open, surveyed our requirements and delivered a solution to make our next 25 years as successful as our first 25 years," said Mike Krell, vice president of sales and marketing for Trailcon Leasing. "With Digi SafeTemps' GPS and measurement capabilities we're able to expand our abilities to conduct preventative maintenance to maximize the effectiveness of our fleet, improve invoicing accuracy, and assure customer inventory integrity. The combination of Digi's offerings and approach made the decision to choose Digi SafeTemps easy."

"Trailcon chose Digi in part because of our deep domain expertise in transportation and logistics," said Jamie Williams, vice president of Digi Smart Solutions Canada. "We leveraged that expertise in building the Digi SafeTemps solution to provide continuous visibility and automated reporting while integrating with existing dispatch and telematics software."

"To be selected by Trailcon, which is trusted by so many large, multinational companies for their transportation needs, is a great validation of the Digi SafeTemps offering," said Kevin C. Riley, chief operating officer of Digi International. "Trailcon will have more insight into the performance of its fleet than ever before, creating the ability to improve its core efficiencies."

Digi Smart Solutions address the day-to-day issues of maintaining product quality and safety while lowering costs and achieving overarching goals of higher customer satisfaction and brand reputation with solutions specifically optimized for foodservice, transportation and logistics, and healthcare and pharmacy. Designed to deliver real-time insights, Digi Smart Solutions provide an efficient subscription-based service that continuously and wirelessly monitors task management activities and the temperature of perishable, high-value goods. Digi Smart Solutions provide centralized oversight of food safety processes, improve operational efficiencies, and provide chain of custody verification.

For more information please visit <https://www.digi.com/pr/trailcon>.

About Trailcon Leasing

Established in 1992, Trailcon is one of the largest trailer and intermodal equipment rental, leasing, and service leaders nationwide. Besides its 75,000-square-foot state-of-the-art head office in Brampton, ON, Trailcon has branches in Cornwall, ON; Edmonton and Calgary, AB; and Surrey, BC.

Its fleet of more than 7,000 units consists of dry vans, refrigerated and heated trailers, intermodal containers, chassis, and storage trailers. Trailcon offers short-term rentals and long-term leases of its equipment to a variety of industries. A dedicated Fleet Maintenance Program services not only Trailcon's own fleet, but also over 15,000 customer-owned units.

With nearly 100 licensed trailer technicians across Canada and 15 MTO-licensed stations in the GTA make Trailcon the largest mobile repair fleet in Canada.

About Digi International

Digi International (NASDAQ: DGII) is a leading global provider of business and mission-critical Internet of Things (IoT) and machine-to-machine (M2M) products and services. We help our customers create next-generation connected products and deploy and manage critical communications infrastructures in demanding environments with high levels of security, relentless reliability and bulletproof performance. Founded in 1985, we've helped our customers connect over 100 million things, and growing. For more information, visit Digi's website at www.digi.com, or call 877-912-3444 (U.S.) or 952-912-3444 (International).

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