



We carry the future



KAJ MADSEN

FJELSTRUP A/S
INTERNATIONALE TRANSPORTER

About —

Kaj Madsen Fjelstrup A/S was founded in 1984. In 1999 Jens Andersen and Andreas Fristoft took over and the company has been in constant development ever since. In 2019 Jens Peder Jensen joined the circuit of owners, and in 2021 TA-Logistics bought 50 % of the total shares.

Throughout the years Kaj Madsen has evolved from a small-scale business with 16 trucks to a modern transport company with its own fleet and state-of-the-art equipment. We have one of the largest fleets of specialized frigo trucks in Northern Europe, and we aim to be the very best within the field of international transportation of temperature-sensitive goods.

We employ more than 1300 people across Europe. Our main office is located in Kolding, Denmark (see below), with a department in Aalborg, Denmark. Our subsidiaries are located at two locations in Lithuania.



Our considerable knowledge of the international cross border market combined with our seniority, provide our customers with the best possible product including delivery guarantee, a competitive price and transparency throughout the entire transport proces.





Destinations

WEEKLY

We load up to 650 loads in Northern Europe and Scandinavia on a weekly basis. The trucks go southwards where we load around 500 loads a week from Southern Europe to Northern Europe, mainly Scandinavia, Germany and Benelux.

We provide a mix of different trailer types and functions, which ensures our ability to manage a wide range of tasks. Moreover, it allows for the scaling of resources depending on current demand.

STATS

- 4 locations
- 120 employees in our offices
- 605 trucks
- 700 trailers
 - Standard frigo
 - Double compartment
 - Hanging
- 1200 drivers





Our own fleet —

Kaj Madsen Fjelstrup A/S has substantial fleet capacity. The fleet consists of state-of-the-art equipment that prioritizes safety and minimizes our environmental footprint. All trailers have built-in door locks, thereby assuring the cargo reaches its destination untouched.

We constantly focus on making sustainable choices and increasingly more of our trucks run on renewable fuels. Through our commitment to cleaner energy, we provide eco-friendly on-demand transportation that reduces carbon footprints one delivery at a time.

By implementing real-time tracking and management systems we are able to do dynamic routing, allocation and scheduling. This ensures our vehicles can be reassigned quickly in case of changes in demand or unexpected breakdowns.

DRIVERS —

All our drivers are employed in our own company. We meet with them in person for interviews before they start, and they receive training in how to drive safely and economically.

We generally interact a lot with our drivers – both when they're on the roads through our communication system and in person around our offices.

BRANDING —

All of our trucks and trailers have our logo and name written on them, which makes them recognisable on the European roads.

We are proud of our business and are not afraid to take responsibility if mistakes are made.

High flexibility in the European road chain

Due to our setup with our own fleet, we can guarantee:

- Fast delivery with 2-driver setup if necessary
- Safe and on-time delivery
- Back-up and professional management in case of breakdowns or delays

We have unique possibilities to swop trailers within our own fleet due to the high volume of units passing each other on the European roads.

We offer more than just in time deliveries. We can also offer an exclusive trailer swop option. With this option we offer our clients stand-alone trailers at the loading facilities, which ensures maximum flexibility and decreases warehouse costs and waiting time.





24 hour service and check up

Our professional transport managers follow each transport actively in order to avoid possible causes for delays. With our setup we are able to react fast if issues arise and get ahead of problematic situations.

All transports are controlled by direct contact to our drivers via telephone. Additionally, each unit has a satellite, which enables us to send programs and other important information directly to it.





Cleaning

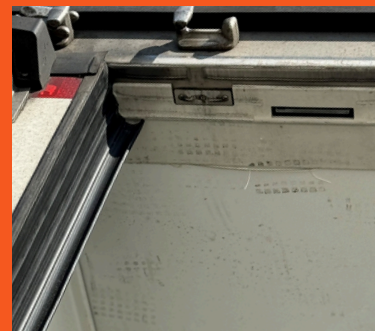
Between each load our equipment is carefully cleaned. Everytime our trucks are in Denmark, everything is also thoroughly cleaned inside as well as outside.

Cleaning is a big part of maintaining our fleet; it ensures the quality of our service, especially in relation to transportation of temperature-sensitive foods. Moreover, we pride ourselves of our trucks and always want to represent our clients in the best possible way.

Door locks

All trailers have an integrated door lock system with satellite control. In this way, we can guarantee our customers that their cargo is secured from loading to unloading.

The system can create a 4-digit code only to be known by our dispatcher, the client or the unloading place. It can even be set to unlock in a certain geographical zone or address, which ensures maximum safety.



Main markets —

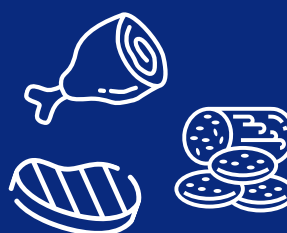
We are experts in transportation of temperature-sensitive goods and are proud to supply some of the biggest clients on the market in Europe.

Our main markets include:

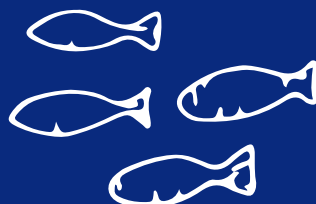
FRUIT



MEAT



FISH



DAIRY





Quality production points

- We have our own trucks and trailers
- More than 98 % of our transports are produced with our own fleet
- Modern fleet with minimum Euro 6 and LNG-biogaz trucks
- We check our equipment and meet with our drivers weekly at our main hub in Kolding, Denmark
- Satellite control on all units, direct link to our clients as well as direct telephone contact to the driver
- Active trailer door locks
- IFS certified
- Transparent CSR and high environmental standards
- High seniority of employees - on the roads, at our offices and in management
- Our drivers are employed directly in our company
- 24 hour proactive service
- Understanding of our clients' needs and demands



What our customers say —



We choose Kaj Madsen because of their sizable volume on our main markets. The combination of transparency, own material and drivers, their quality is of the highest level, which benefits our logistic chain.

Jøran Ilseng, Senior Transport Advisor
Bama



The following words describe our long-term cooperation with Kaj Madsen:

- Solution-oriented approach
- Reliable business partner
- Professional and competent throughout the entire transportation process.

Søren Pedersen, Head of Logistics
Tican Fresh Meat



Reliability, consciousness and consistency are the words required to describe the service Kaj Madsen provides.

Sandrine Dartois, Supplier Relationship Manager
Lactalis



Kaj Madsen is a reliable business partner with a solid understanding of our business' needs. They understand the value of long-term co-operation and have a partnership-based approach towards solutions.

Niels Aage Bjerring-Bak, Senior Director
Danish Crown



Kaj Madsen is more than a supplier for us. They have premium service to carry our premium product across Europe.

Matteo Lorenti, Head of Europe Supply Chain
Zespri

Sustainability and CSR

At Kaj Madsen social and environmental responsibility is simply part of our DNA. We strive to have a healthy work environment for our drives and continuously make changes to our business in order to lessen CO2 emission.



FLEET

- All trucks have minimum Euro 6 standard
- All trailers are equipped with the most environmentally friendly engines
- All standby trailers at our main hub run on electricity
- Trucks drive at optimal speed to reduce fuel consumption

MAIN HUB

- Electric power stations for all trailers
- Charging stations for EVs
- Truck washing facilities with water recycling
- Solarpanels for sustainable electricity



By optimising transport routes and investing in the latest technologies, we further our goal of significantly reducing Co2 emissions and overall environmental impact.

WE CARRY THE FUTURE



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