

Metal product exporters

Made in Tartu, Estonia



Automotive



Engineering, sub-contractors



Machine manufacture





• www.atmetalwork.com • www.deilmetall.ee • www.diamantek.ee • www.eboeesti.ee • www.facton.ee • www.equa.ee • www.itmetall.ee • www.kanemetall.ee • www.k...

Fast growing companies, skilled and traditional

The annual growth rate for engineering sector exceeds 25 percent. Joining the EU stimulates further growth.

“Tarkon is the descendant of pre-war Tartu Telephone Factory, which had business ties even to Africa. After complicated historical zigzags, it is nice to welcome back the dynamism of previous times.”

The last year opened up many new development paths for our company. We are proud to make the first steps in the global marketplace setting up the first subsidiary in China in 2005.”

Villu Ehrlich
Chairman
AS TARKON



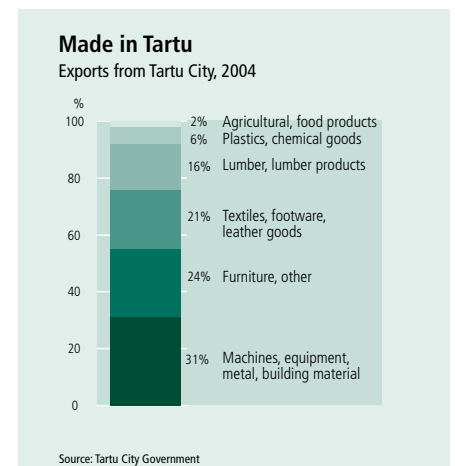
Tartu region has traditionally been the centre of Estonian research and development with its internationally renowned universities. Competence, international linkages and traditions are the keywords also for metalworking and machine building industries.

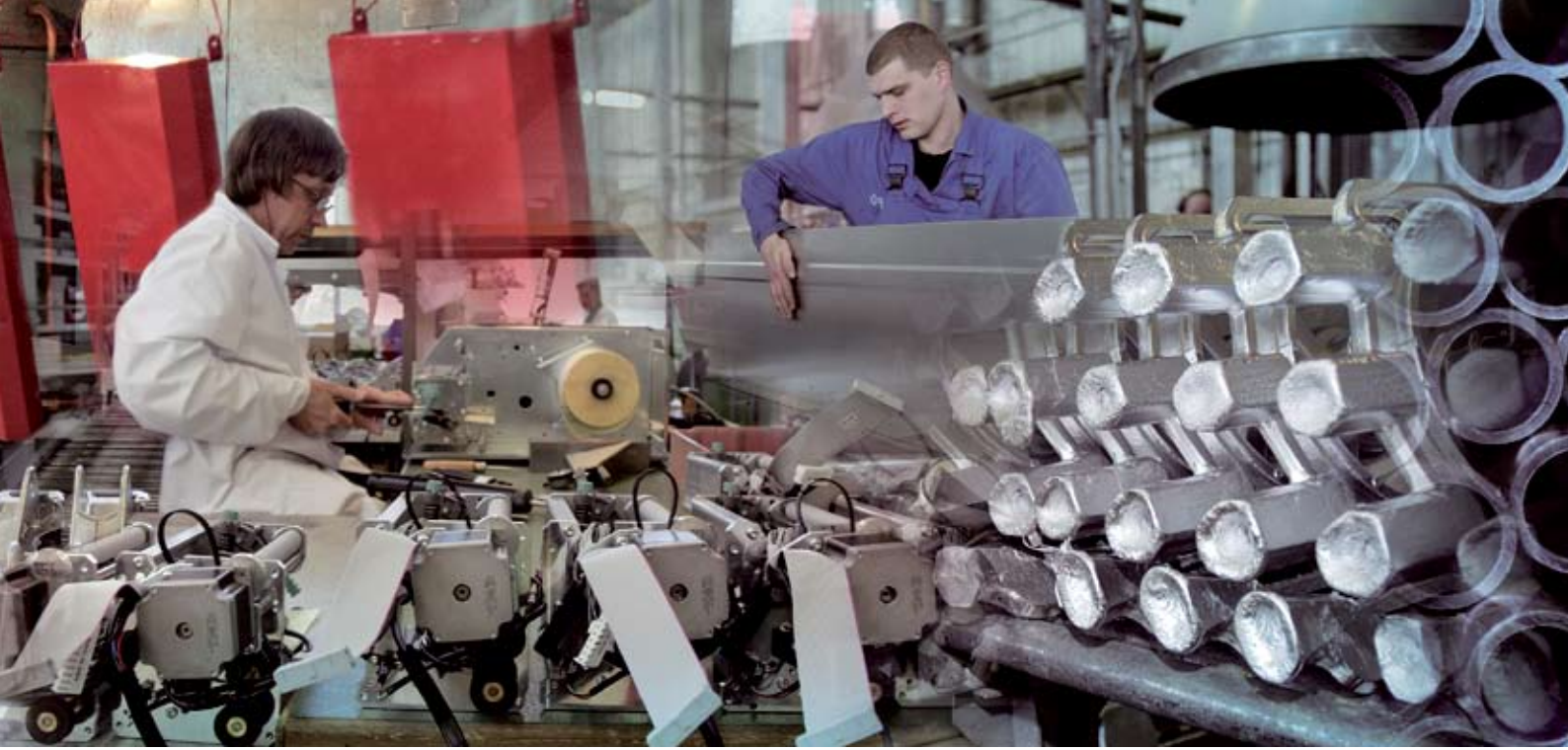
The Institute of Technology of Estonian University of Life Sciences is the source for educated engineers. Close co-operation with leading enterprises assures that the graduates are equipped with both state-of-the-art know-how and practical skills. There are also a number of vocational schools in Tartu and within 100 kilometres, providing training in different fields of metalworking.

Metalworking and machine building was the biggest industrial sector in Tartu before the Second World War employing one sixth of the labor in manufacturing. Agricultural and forestry machines and apparatus building were historically the strongest sub-sectors with biggest export turnover. These fields are strong even today. Car parts and trailers have emerged as new groups of production that are internationally competitive. And last but not least – a building boom propelled by the Estonian accession to EU has created

favorable environment for the growth of producers of steel structures.

The growth of the whole sector remains high as the largest companies like Tarkon and Tarmetec grow over 25 percent per year. And as companies grow also the expenditures on new product development are increasing year by year. The companies in Tartu region enjoy the positive clout of joining EU in 2004 and look forward to new challenges ahead.





aro.ee • www.metec.ee • www.powersteel.ee • www.primus.se • www.restmec.ee • www.sievert.se • www.sombrero.ee • www.stadet.ee • www.metec.ee • www.taevakivi.ee

Metal working industry in expansion

Flexible subcontractors export over 2/3 of production. Enterprises in Tartu - apt learners and active investors.

The metalworking and mechanical engineering of the Tartu region is interweaved with the Nordic and German economies. The impact of such co-operation has been profound. As these countries are in the vanguard of the global engineering industry, the co-operation has catalyzed the growth in turnover, the take-up of new management concepts, and investment in new equipment.

The last 15 years since regaining independence have witnessed rapid technological progress of the companies in the Tartu region. The labor intensive production will lose competitive edge and therefore companies persistently

look for new ways to substitute labor with machining. The investment levels are continuously high, even reaching up to 30 percent of the annual turnover or 1 million euros in case of Stametec.

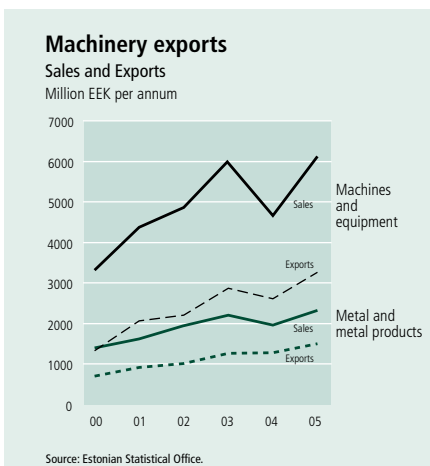
The equipment of plants enables to produce quality products with high precision. Most of the companies engaged in industrial subcontracting in the European market can be characterized as very flexible – capable of producing small- and medium-scale series of products with short delivery terms and favorable prices. Larger companies have developed local value chains and are in position to provide different types of manufacturing services for customers.

Nearly 100 metalworking and machine building companies in the Tartu region have bright outlook for future. The companies sell roughly 2/3 of their production outside Estonia and the proportion has been growing on a yearly basis. There are number of new companies emerging each year.

“We started 13 years ago in a single room with two engineers. Nowadays we are running a concern Metec Group consisting of 5 different companies and having almost 400 employees groupwise.”

Metec Group’s turnover has grown 3 times within the last 3 years. We have adopted the principles of just-in-time production. We have in-house R&D department. We are a modern European engineering enterprise.”

Toomas Lepp
Managing Director
AS METEC





• www.tahel.ee • www.tarkon.ee • www.tlm.ee • www.metec.ee • www.tarinstr.ee • www.termox.ee • www.tial.ee • www.trumpmetall.ee • www.uksekoda.ee • www

Machine building for global markets

Success in Scandinavian markets. Spending on new product development increases.

“Our R&D team develops several new machines each year. Thorough testing makes the products reliable in extreme environments.”

We have customers from Finland to Canada and find new distributors each year. We can say that after 10 years in the Scandinavian markets, our brandname is familiar to customers and our products are well appreciated in foreign markets.”

Heidi Raig
Managing Director
AS ESTRE

Tartu region is the home for many innovative companies, both large and SMEs. The spending on new equipment and new product development has increased over years. Estre carries on the tradition of producing high performance agricultural and forestry machinery. The products are developed in close co-operation with Estonian University of Life Sciences and Tallinn Technical University. The company currently exports its products to 11 countries. The exports are directed mostly to Europe, but also to Canada where Estre’s log-winches are rather popular among farmers.

Händikäpp Imidzh is another fine example of an innovation-minded company. The products of the enterprise facilitate everyday life of disabled people. The company is constantly looking for new technologies and solutions, being connected to pan-European technology transfer networks. Several other companies based on both Estonian and foreign capital have clustered around Händikäpp Imidzh.

Powersteel produces boxes intended for highly aggressive environments and for high mechanical stress using stainless steel, Hardox or Domex steel.

95 % of the company’s production is either directly or indirectly exported to Finland, Norway and the United States.

In addition to these companies there are plenty of smaller players with unique products based on different engineering and manufacturing technologies. Spraytec produces paint sprayers, Diamantek produces door-handles from stainless steel, Termox is active in the field on heating systems just to mention a few examples.

Export markets

Metal export destinations by country

2004 2005



Source: Estonian Statistical Office



www.valumehaanika.ee • www.estre.ee • www.tehno.ee • www.spraytec.ee • www.weimer.ee • www.eurowest.ee • www.respo.ee • www.tarfurgo.ee • www.racetech.ee

European automotive and transport markets

Containers, trailers and vans for EU markets. Highly automated producers. Link in global automotive value chain.

The production of car parts, accessories and different types of trailers has grown rapidly during the last 5 years in the Tartu region. Metec Group sets standards for others. Tarmetec is among European leaders in the sub-segment of car accessories market, producing frontal protection systems for SUVs and commercial vehicles under the brandname Metec. Tarmetec is a preferred partner for Mercedes. Stametec is a trustworthy sub-contractor for automotive industry equipped with the most modern CNC machinery in the region.

Respo Haagised is an internationally successful company, offering various

kinds of trailers for passenger cars and light trucks. The company holds a substantial market share in the Scandinavian market, being the leader in Finnish market for trailers with brakes.

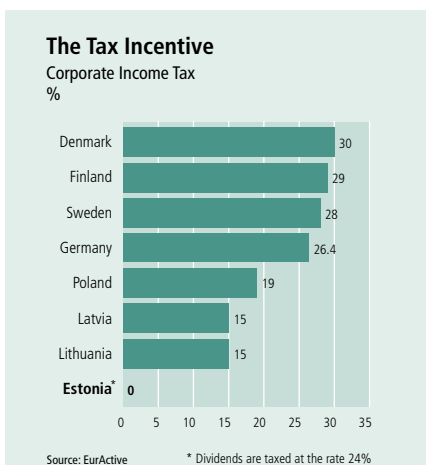
Eurowest is one of the biggest van and container factories in the Baltic States. The company is pushed hard by a very strong local rival as Tarfurgo has developed fast lately. Baltcoach is a producer of city buses for Danish, Italian, Russian and other markets. All mentioned companies devote considerable amounts of money to product development and international marketing, taking part in the biggest fairs in the Northern Europe.

Võidusõidutehnika has found a niche in the market of racing cars. It's most popular product Estfield has been successfully sold to UK and Sweden since 2003.

"Being international is essential for our company. Together with the main local competitor we hold over 95% of the Estonian market. Success in Finland, Sweden and Norway means constant product development."

"Our efforts have paid off so far. Growth rates have exceeded our forecasts with turnover having grown by almost 60% in 2004."

Ain Antons
MANAGING DIRECTOR
AS Respo Haagised



Metal industry in Tartu Region, Estonia, selected companies

Metal and metal products

AT Metall Grupp LLC

Reola küla, Ülenurme vald, 61701 Tartumaa,
Tel: +372 730 3175

Products: manufacturing of machine parts
by CNC machining

info@atmetalwork.com
www.atmetalwork.com

Deil-Metall LLC

Lemmatsi küla, Ülenurme vald, 61702 Tartumaa
Tel: +372 735 1218

Products: steel structures
for construction, forging

info@deilmetall.ee
www.deilmetall.ee

Diamantek LLC

Ringtee 8, 51013 Tartu
Tel: +372 736 2682

Products: door- handles from rustproof steel

diamantek@diamantek.ee
www.diamantek.ee

EBÖ Eesti Ltd

Vaksali 61, 51014 Tartu
Tel: +372 740 9940

Products: metal casting

info@eboeesti.ee
www.eboeesti.ee

Faeton Ltd

Tähe 131 A, 51013 Tartu
Tel: +372 730 3030

Products: Manufacturing of metal structures
for furniture industry, stands for shops,
hangers for offices or homes

info@faeton.ee
www.faeton.ee

Händikäpp Imidzh LLC

Lembitu 8, 50406 Tartu
Tel: +372 738 4444

Products: production of medical equipment,
subcontracting in metal works and assembly

tanel@equa.ee
www.equa.ee

I&T Metall LLC

Taara pst 42, 51006 Tartu
Tel: +372 738 3018

Products: CNC machining (milling) for precision
mechanics and industrial automation

itmetall@itmetall.ee
www.itmetall.ee

Kaimet Production LLC

Kirde 3, 61506 Elva, Tartumaa
Tel: +372 745 6716

Products: metal works (turning, milling,
punching, bending, welding)

Kane Metall Ltd

Betooni 9B, 51014 Tartu
Tel: +372 742 5189

Products: steel structures for construction
and machine building

kanemetall@kanemetall.ee
www.kanemetall.ee

Karo LLC

Tamme 9, Tõrvandi, 61701 Tartumaa
Tel: +372 741 5233

Products: steel structures for construction,
agricultural machinery

oykaro@hotmail.ee
www.karo.ee

Kvart LLC

Ringtee 26, 51013 Tartu
Tel: +372 736 2138

Products:

kvart@hotmail.ee

Metec CNC LLC

Puistee 2, 50303, Tartu
Tel: +372 736 6964

Products: CNC machining (milling and turning)
in small and medium batches

andis@metec.ee
www.metec.ee

Munkfors Saed Ltd

Ringtee 39, 51013 Tartu
Tel: +372 736 2323

Products: sawbands

NRT LLC

Ringtee 1, 51013 Tartu
Tel: +372 736 2388

Products: metal works for timber industry

oynrt@hotmail.ee

Powersteel Ltd

Ringtee 27, 51013 Tartu
Tel: +372 730 1430

Products: multilift containers, stainless steel
containers for aggressive environments

powersteel@powersteel.ee
www.powersteel.ee

Primus Eesti LLC

Ravila 53, 51014 Tartu
Tel: +372 742 4903

Products: assembly of stoves

www.primus.se

Restmec LLC

Tila küla, Tartu vald, 60501 Tartumaa

Products: products from stainless steel
for food industry

restmec@restmec.ee
www.restmec.ee

Sievert Eesti Ltd

Ravila 53G, 51014 Tartu
Tel: +372 738 5800

Products: assembly of soldering
and heating tools

info@sievert.ee
www.sievert.ee

Sombrero LLC

Sepa 15, 50113 Tartu
Tel: +372 736 7480

Products: steel structures, containers

sombrero@sombrero.ee
www.sombrero.ee

Stadet LLC

Sepa 24B, 51013 Tartu
Tel: +372 730 0874

Products: cold-forming (stamping) of metals

kalle.kooga@stadet.ee
www.stadet.ee

Stametec LLC

Sepa 15 C, 50113 Tartu
Tel: +372 738 5000

Products: details for commercial vehicles (mostly
heavy trucks) in medium and large batches

stametec@metec.ee
www.metec.ee

Taevakivi LLC

Ilmatsalu 3, 51014 Tartu
Tel: +372 730 2700

Products: CNC machining (cutting, milling)

info@taevakivi.ee
www.taevakivi.ee

Tahel-OR LLC

Pirni 7, 50405 Tartu
Tel: +372 745 7544

Products: steel structures for construction

heiki@tahel.ee
www.tahel.ee

Tarkon Ltd

Puistee 2, 50303 Tartu
Tel: +372 746 8801

Products: manufacturing services on the field of
electronics and fine mechanics

tarkon@tarkon.ee
www.tarkon.ee

Tarkon Lehtmetall Ltd

Puistee 2, 50303 Tartu
Tel: +372 746 8980

Products: sheet metal works,
assembly of metal products

lehtmetall@tlm.ee
www.tlm.ee

Tarmetec LLC

Puistee 2, 50303 Tartu
Tel: +372 738 5000
Products: accessories for cars and commercial vehicles from stainless steel
tarmetec@metec.ee
www.metec.ee

Tartu Instrument RV LLC

Ringtee 6, 51013 Tartu
Tel: +372 736 2590
Products: stainless steel railings, ladders, latches and fasteners, CNC machining
tarinstr@estpak.ee
www.tarinstr.ee

Termox Ltd

Tähe 112A, 51013 Tartu
Tel: +372 736 7339
Products: heating systems
termox@termox.ee
www.termox.ee

Tial LLC

Ropka 22, 50106 Tartu
Tel: +372 730 0350
Products: steel structures for construction
tial@tial.ee
www.tial.ee

Trump Metall LLC

Ringtee 26, 51013 Tartu
Tel: +372 736 3262
Products: steel structures for construction
info@trumpmetall.ee
www.trumpmetall.ee

Uksekoda LLC

Äksi küla, Tartu vald, 60502 Tartumaa
Tel: +372 733 3325
Products: doors from sheet metal
eno@uksekoda.ee
www.uksekoda.ee

Valumehaanika Ltd

Teguri 32, 51013 Tartu
Tel: +372 747 4702
Products: cast iron castings (0,1 – 1000 kg), steel structures, forging
valumehaanika@hotmail.ee
www.valumehaanika.ee

Machines and equipment

Estre Ltd

Sepa 15c, 50113 Tartu
Tel: +372 730 7700
Products: wide range of agricultural and forestry machinery
info@estre.ee
www.estre.ee

Fercraft LLC

Ropka tee 22, 51013 Tartu
Tel: +372 735 3759
Products: metal works (turning, milling), gearwheels, components of hydraulic cylinders
fercraft@hotmail.ee

FFT Technologies LLC

Emajõe 3, 51008 Tartu
Tel: +372 505 7397
Products: water turbines

Märja Tehno LLC

Märja asula, Tähtvere vald, 51015 Tartumaa
Tel: +372 749 3531
Products: containers, screw feeders
enn.koka@mail.ee
www.tehno.ee

Spraytec LLC

Suur-Kaar 53, 50404 Tartu
Tel: +372 738 0594
Products: paint sprayers, spray units for plaster and coating materials
ou.spraytec@neti.ee
www.spraytec.ee

Tartu Metallivabrik LLC

Kalmistu tee 21/23, 50303 Tartu
Tel: +372 733 3363
Products: subcontracting (machine parts) for machine building
info@metallivabrik.ee

Westenpark LLC

Ringtee 10, 51013 Tartu
Tel: +372 736 2286
Products: carriages, cranes, hydraulic winches for timber industry
weimer.kreim@neti.ee
www.weimer.ee

Transport equipment

Baltcoach LLC

Filosoofi 3, 50108 Tartu
Tel: +372 742 7461
Products: coaches
info@baltcoach.ee

Eurowest Ltd

Soinaste küla, Ülenurme vald, 61701 Tartumaa
Tel: +372 736 2311
Products: vans, containers, trailer constructions, cold houses, special projects
eurowest@eurowest.ee
www.eurowest.ee

Respo Haagised Ltd

Tamme 21, Tõrvandi, Ülenurme vald 61701 Tartumaa
Tel: +372 730 1841
Products: wide range of trailers for cars
respo@respo.ee
www.respo.ee

Tarfurgo LLC

Ringtee 26, 51013 Tartu
Tel: +372 736 2849
Products: isothermal vans, refrigerant vans, sideways open vans
tarfurgo@tarfurgo.ee
www.tarfurgo.ee

Võidusõidutehnika Ltd

Tila küla, Tartu vald, 60501 Tartumaa
Tel: +372 735 3203
Products: sports cars, sports car kits
racetech@kodu.ee
www.racetech.ee



Ministry of Finance www.fin.ee • Ministry of Foreign Affairs www.wm.ee • <http://visitestonia.com> • www.weekend.ee • Estonian Trade Council www.etc.ee • Baltics Regional Node www.ciesin.ee

Estonia in brief

ESTONIAN CHAMBER OF COMMERCE AND INDUSTRY

TARTU OFFICE

Lai 6, Tartu 51004, Estonia
 Tel: +372 744 2196
 Fax: +372 744 2197
tartu@koda.ee
www.koda.ee

TARTU SCIENCE PARK

Riia 185, Tartu 51014, Estonia
 Tel: +372 738 3005
 Fax: +372 738 3041
erme@park.tartu.ee
www.park.tartu.ee

ENTERPRISE ESTONIA

TARTU OFFICE

Fortuuna 1b, Tartu 50603, Estonia
 Tel: +372 738 6000
 Fax: +372 738 6001
eas@eas.ee
www.eas.ee

TARTU CITY GOVERNMENT

DEPARTMENT OF BUSINESS DEVELOPMENT

Küüni 5, Tartu 51004, Estonia
 Tel: +372 736 1196
 Fax: +372 736 1190
evo@raad.tartu.ee
www.tartu.ee

TARTU COUNTY GOVERNMENT

Riia 15, Tartu 51010, Estonia
 Tel: +372 730 5200
 Faks: +372 730 5201
mv@tartumaa.ee
www.tartumaa.ee

TARTU BUSINESS ADVISORY SERVICE

Riia 15b, Tartu 51010, Estonia
 Tel: +372 742 8402
 Fax: +372 742 8491
bas@tartu.bas.ee

Area:	45000 km ²
Population:	1.37 million
Capital:	Tallinn (397,000)
Other major cities:	Tartu (100,000), Narva (68,000), Kohtla-Järve (59,000), Pärnu (45,000)
Head of state:	President of the Republic – Arnold Rüütel
Official language:	Estonian
Foreign languages:	English, German, Russian, Finnish
Main religion:	Evangelist Lutheran
Government:	Parliamentary Republic Single Chamber Parliament of 101 members
Currency:	1 Estonian kroon (EEK) = 100 sents
Exchange rate:	EEK 8 = DEM 1, (1992–1998) EEK 15.6466 = Euro 1 (since 1999)
GDP Growth:	7.8% (2004)
Local time:	GMT +2 hours
Average temp. range:	-6°C in January and +17°C in July
Flight times, Tallinn:	Helsinki 35 minutes, Stockholm 1 hour, Prague 1 hour 10 minutes, Copenhagen 1 hour 30 minutes, Moscow 1 hour 40 minutes, Amsterdam 2 hours 20 minutes, London 2 hours 45 minutes
Distances from Tartu:	Tallinn 186km, Narva 184km, Pärnu 178km, Riga 250km, St. Petersburg 315km
Ethnic composition of Tartu:	Estonians 67,9%, Russian 25,6%, others 6,5%



www.tartu.ee
www.tartumaa.ee