



Federation of Estonian Engineering Industry is non-profit organization with members as machine building and metal companies and different education organizations. Our members differ from Estonian biggest and experienced companies to small and flexible companies and also education system organizations, vocational schools included. We include all Estonian major educational organizations in the field of Engineering.

Objectives of Federation of Estonian Engineering Industry:

- 1. compilation and implementation of machine building and metalworking sector strategies;
- 2. development of foreign relations;
- 3. cooperation between companies and education systems;
- 4. supporting cooperation between the companies and R&D centres/universities/vocational schools;
- 5. improving labour force conditions in the field of machine building and metalworking;
- 6. collection and distribution of field specific materials.

#### Contact us:

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EMTAK code: 25991

EMTAK code: 25621

### **Norcar-BSB Eesti AS**

**Address** 

Rebase 16, Prillimäe, Kohila vald 79702 Raplamaa

Add Power to Your Work

Contact person: Siim Illopmägi

Tel: +372 5302 2721 e-mail: info@norcar.ee Web: norcar.ee

Products and activities: Variety of mechanical engineering components

**Technology facilities:** Mechanical processing of steel and assembling mechanical

components

**Export markets:** Nordic countries

**Looking for cooperation in the areas of:** Mechanical Engineering **References:** Miniloaders - http://www.norcar.com/en/miniloader Feeding machines - http://www.minkomatic.com/en/feed-trucks

Components for Fastems Oy Ab Components for Sammet Oy Hydraulic silinders for AQ Lasertool OÜ

Year established: 1994
Number of employees: 35
Turnover in 2016: 2,3 million €
Export share in 2016 turnover: 78%



**Address** 

Kesk tee 13, Jüri Technopark Jüri alevik, Rae vald 75301 Harjumaa Contact person: Jason Clark

Tel: +372 5697 5887 e-mail: info@cuftorm.ee Web: www.cutform.ee

**CUTform** 

**Products and activities:** Fabrications of ferrous and non-ferrous metals.

Machining of ferrous and non-ferrous metals.

Technology facilities: Laser cutting, robotic welding, welding, cnc milling,

cnc turning, drilling and tapping **Export markets:** Europe, USA, Brazil

Looking for cooperation in the areas of: Scandinavia, USA

References: Green industry
Year established: 2011
Number of employees: 150
Turnover in 2016: 16 million

Export share in 2016 turnover: 75%

# Irontec OÜ

Address

Vitamiini 8, Tartu 51014 Tartumaa Contact person: Argo Tõruke

Tel: +372 523 4481 e-mail: argo@irontec.ee Web: www.irontec.ee

Technology facilities: CNC turning, CNC milling, CNC sawing, welding and assembly

**Export markets:** Baltics countries and Scandinavia

Looking for cooperation in the areas of: Industrial sector

Year established: 2017



## MANUFACTURE OF METAL PRODUCTS

# **AQ Lasertool OÜ**

**Address** 

Lagre tee 2 Lemmetsa küla, Audru vald 88311 Pärnumaa

Contact person: Rein Volt Tel: +372 445 9580 e-mail: info-lte@aqg.se **Web:** agg.se/en/lasertool



Products and activities: The business concept of AQ Lasertool OÜ is mainly focused on two customer focused business areas. The first involves the production of components and assemblies for commercial vehicles as well as for track-bound traffic. The other business area involves manufacturing parts for special aluminium and steel products which includes industrial components and assemblies for railway industry, power and automation technology as well as advanced technical parts for telecommunication

EMTAK code: 25621

EMTAK code: 251, 252,

255, 256, 331

In order to be able to offer high quality services to our customers in our business areas our company is certified according to ISO/TS 16949 and ISO-EN 15085-2 (including CL1

Technology facilities: AQ Lasertool OÜ have three production sites. Pärnu site is focused on small and medium batch sheet metal part production where main processes are laser cutting, punching, bending, welding and assembly. Production unit located in Jüri is focused for high volume sheet metal part production for automotive where main process are stamping, welding and assembly. Viimsi site is focused on automotive painting with main processes ED- and powder coating.

Export markets: Sweden, Germany, Spain, India, USA

Looking for cooperation in the areas of: Sheet metal manufacturing

References: Scania, Volvo, Bombardier, ABB

Year established: 2003 Number of employees: 350 Turnover in 2016: 32 660 000 € Export share in 2016 turnover: 95%

# **Enefit Solutions AS**

**Address** 

Malmi 8, Jõhvi, 41537 Ida-Virumaa Contact person: Sven Kustavus

**Tel:** +372 507 6803 e-mail: sven.kustavus@enefit.com

Web: www.enefit.com/et/technology-industries



Products and activities: Engineering and design, project management, manufacturing of metal constructions (gas ducts, filters, conveyors), testing (NDT), installation, erecting of structures (insulation, ducts, chimneys, conveyors), electrical works (including installation, automation set-up and programming) and maintenance of manufacturing and power equipment (CFB, ash-handling, conveyors, electric equipment, generators). Also manufacturing retorts, oil and gas production equipment and spare parts for mining, largescale excavators and industrial machinery.

Technology facilities: Metal processing (cutting, bending, forging, plasma cutting and CNC), welding, coating, testing, Xylan-processing, engineering department, mobile electric laboratory.

Export markets: Finland, Sweden, Denmark, Norway, Spain, United Kingdom Looking for cooperation in the areas of: Mining equipment, conveyors, filters and gas ducts.

References: Alstom Danmark AS, Aker Subsea AS, Alstom Power Sweden AB, CNIM, Alstom Finland OY, GEA Bishow OY, Andritz OY, ELEX AG, Foster Wheeler Energia OY, LAB SA, Outotec GmbH, Amec Foster Wheeler Italiana S.r.I, Raumaster OY, Siemens AB, ABB OY, Ion Blast OY, Metso Power Oy, Vestas Assembly A/S

Year established: 1947 Number of employees: 750 Turnover in 2016: 29 million € Export share in 2016 turnover: 40%

# Hyrles OÜ

**Address** 

Kalmari tee 12 Karla küla, Rae vald 75327 Harjumaa Contact person: Urmo Sisask

**Tel:** +372 503 0405

e-mail: urmo.sisask@hyrles.ee

Web: www.hyrles.ee



**Products and activities:** Hyrles OÜ specializes in producing thin sheet metal components. In accordance with our customers' wishes, we make products at a competitive price and with stable quality.

**Technology facilities:** Hyrles OÜ produces components made of sheet steel (thickness 0.5-3 mm) in accordance with customers' drawings. Our main working processes include stamping, bending, thread cutting, powder coating, riveting and composition, such as for installation of seals and meshes. The main materials used are galvanized sheet steel, stainless steel, and plastics.

Our equipment consists of AMADA sheet steel processing and bending machines, a Salvagnini automatic bending machine, an Amada Astro bending robot, a CNC thread cutting machine and Aabo-Wagner powder coating line. In addition to perfect powder coating, this line allows us to wash metal components, finish stainless steel and aluminum components, provide components with better weather resistance and improve their surface quality. The washing line utilizes washing chemicals from Henkel.

**Export markets:** Our main markets are in Baltics stats Denmark and Scandinavia.

**Looking for cooperation in the areas of:** Our main focus will be on POWERMECHAN-ICS business area and on REGIONAL customers (700 km coverage) who are a part of a global Headguarters.

Hyrles main business fields are:

- PRODUCT DEVELOPMENT SERVICES (incl. Concept Design, Product Development & Prototyping)
- MANUFACTURING SERVICES (incl. Pre-Fabrication, Manufacturing and Assembly) We can handle COMPLEXITY and FLEXIBILITY in EFFICIENT way to deliver FINE QUALITY even in SMALL BATCHES under the TIME PRESSURE.

We target more complex services as:

- Product Development & Prototyping
- Pre-Fabrication and Manufacturing, inc. assembly

References: ABB, ENICS, AIR MASTER

Year established: 2008

Number of employees: 65

Turnover in 2016: 5,1 million €

Export share in 2016 turnover: 45%

# Fortaco Estonia OÜ

**Address** 

Linda 20, Narva 20309 Ida-Virumaa Contact person: Ilja Pavelkovits

**Tel:** +372 356 9675

e-mail: fortaco.estonia@fortacogroup.com

**Web:** www.fortacogroup.com

**FORTACO** 

**Products and activities:** Subcontracting solution provider for heavy equipment market. **Technology facilities:** Full cycle from design support to manufacturing to aftermarket

Export markets: Finland, Sweden, Poland, Spain

Looking for cooperation in the areas of: Serial/repeatable components for heavy

equipment.

References: Hiab, Kalmar, Brokk, Sandvik, Komatsu, Volvo, Wärtsilä, Atlas Copco, Metso

Year established: 2012 Number of employees: 430 Turnover in 2016: 33,7 million € Export share in 2016 turnover: 95% EMTAK code: 25119

## MANUFACTURE OF METAL PRODUCTS

# **Radius Machining**

**Address** 

Sära tee 8 Peetri, Rae vald 75312 Harjumaa Contact person: Alvar Sass

Tel: +372 503 2310 e-mail: alvar@radius.ee Web: www.radius.ee

Products and activities: CNC turning, CNC milling, assembly and welding

**Export markets:** Finland, Sweden, Denmark, Switzerland

Looking for cooperation in the areas of: Metal and plastic components producing

EMTAK code: 25621

EMTAK code: 25119

EMTAK code: 25621

and assembly.

References: Our clients are active in automotive, assembly, medical, mechanical

engineering, electronics etc sectors

Year established: 2005 Number of employees: 45 Turnover in 2016: 3,4 million € Export share in 2016 turnover: 45%



Radius

Machining

**Address** 

Kadaka pst 5, Tallinn 10912 Harjumaa Contact person: Andrus Varikmaa

Tel: +372 5342 2665

**e-mail:** andrus@bavengineering.com **Web:** www.bavengineering.com

Products and activities: Mechanical engineering and design, Project management

Technology facilities: AutoCad 2015 2D; Soliworks 3D programs

Export markets: Sweden, USA, Latvia

Looking for cooperation in the areas of: Wood fired heat generators, conveyors and

woodchips stores

Year established: 2001 Number of employees: 4 Turnover in **2016**: 564 000 €

Export share in 2016 turnover: 97%

### Saku Metall Allhanke Tehas AS

**Address** 

Põrguvälja tee 25 Lehmja küla, Rae vald 75301 Harjumaa Contact person: Silver Lodi

**Tel:** +372 509 3886

**e-mail:** silver.lodi@sakumetall.ee, info@sakumetall.ee

Web: sakumetall.ee/allhanketehas



**Products and activities:** Saku Metall Allhanke Tehas AS is specialized in up to 8mm sheet metal cold-rolled, galvanized (electro, hot dipped), stainless steel and aluminum processing.

**Technology facilities:** Cutting (punching, laser), bending, welding (TIG, MIG/MAG), finishing (powder painting) and assembling

**Export markets:** Finland, Italy, Spain, Germany

**Looking for cooperation in the areas of:** Sheet metal manufacturing **References:** Elevetor, train, telecommunication and defence industries

Year established: 2012 Number of employees: 182 Turnover in 2016: 14 million € Export share in 2016 turnover: 95%

EMTAK code: 25119

## Alise Technic OÜ

**Address** 

Savi 36c, PÄRNU 80010 Pärnumaa **Contact person:** Valev-Heiki Allik **Tel:** +372 447 3667, +372 5309 0785

e-mail: enquiries@alise.ee

Web: www.alise.ee



**Products and activities:** Alise Technic offers expected quality and precise delivery performance through flexible and efficient contract manufacturing of customized ferrous and non-ferrous metal and plastics components and assemblies with wide selection of high-quality CNC production processes, engineering services and modern equipment while evolving together with customers' needs and make them possible to focus on their business with added value.

**Technology facilities:** Laser cutting, punching, bending, welding, machining, finishing, assembling

**Export markets:** Scandinavia, Baltics, Germany

**Looking for cooperation in the areas of:** Contract manufacturing of customized metal components and assemblies.

**References:** Alise Technic has business references in different areas of demanding customer industries like Machine Building, Transport, Telecommunications, Power Generation, Professional Appliances, Furniture and Construction. Customers range in size from SME's to 'Blue Chip' multinationals.

Year established: 2000 Number of employees: 38 Turnover in 2016: 2,7 million €

Export share in 2016 turnover: 52,2%

#### **Stera Saue AS**

**Address** 

Tule 22, Saue 76505 Harjumaa Contact person: Veiko Vaher

**Tel:** +372 517 7024

e-mail: veiko.vaher@stera.com

**Web:** www.stera.com



**Products and activities:** Stera is supplying mechanical and electronic components to various industries, including cargo, machinery, automotive, energy, elevator and marine industries. We offer our customers customized solutions according to their needs. We own the entire supply chain of electromechanics from design and prototypes to part manufacture, assembly, testing and delivery, which allows us to be agile and adapt quickly to changing requirements when needed.

**Technology facilities:** • Deep competence in manufacturing sheet metal mechanics.

- Long experience and extensive knowledge in PCB, wiring harnesses and other electronic manufacturing.
- Wide range of cabinets and enclosures for different purposes.
- The most demanding welding jobs, including welding according to the 3834-2 standard.
- Certified supplier for Automotive, according to the ISO TS 16949 standard.

Export markets: Finland, UK, Italy

**Looking for cooperation in the areas of:** Contract manufacturing of metal components and assemblies.

References: ABB, KONE, Gardner Denver, Cargotec, Sandvik, Ponsse, Perkin Elmer

Year established: 2006 Number of employees: 100 Turnover in 2016: 8,1 million € Export share in 2016 turnover: 95%

## MANUFACTURE OF METAL PRODUCTS

#### **VMT Tehased AS**

**Address** 

Reinu tee 27, Viljandi, 71010 Viljandimaa

Contact person: Martin Lehemets

**Tel:** +372 5331 4705

e-mail: mail@vmt.ee, martin.lehemets@vmt.ee

Web: www.vmt.ee



Products and activities: VMT Tehased Ltd. is specialised in producing welded steel constructions, special bigger size industrial equipment, mechanical engineering products, heating equipment and appliance parts. Subcontracting, The company has more than 30 years of experience in manufacturing and assembling of steel constructions.

EMTAK code: 2511

EMTAK code: 25621

Technology facilities: Project management; Engineering / Design (Solid Works, Solid Edge, Tekla); Metal processing (NC cutting, CNC plasma, CNC bending, rolling, CNC sawingdrilling, tube bending. turning, milling, drilling); Welding (MIG/MAG, TIG, SAW, Welding portal MAG); Coating (blasting, wet coating); Stainless steel pickling; Installation / Final assembly; Testing; Packing.

**Export markets:** Nordic countries

Looking for cooperation in the areas of: 1. Structural engineering steel components - design, manufacturing and installation: bridges; buildings; facilities; towers; stairs, rails, platforms; steel reinforced products.

- 2. Mechanical engineering steel components design, manufacturing and installation: lifting equipment; conveyors; machines; machine frames; filter systems; silos; tanks; cyclones; bunkers; chimneys.
- 3. Heating equipment manufacturing: pellet boiler "Pelle"; wood boiler "Molle"; air heating boilers; accumulator tanks/Heaters

References: Caverion Industria Ltd, Camfil Farr Power Systms AB, Valmet Technologies Oy, Urakointiasennus M.Rautio Oy, Rakennus Huuhka Oy, Andritz Oy, Metalliasennus Huuhka Oy, Kankaanpää Works Oy, Fosna Energy AS, VMT Steel AS, VMT Ehitus AS

Year established: 2006 Number of employees: 122 Turnover in 2016: 10,7 million € Export share in 2016 turnover: 79%

# **Custom Metal OÜ**

**Address** 

Lohu 12b, Tallinn 12618 Harjumaa

Contact person: Joosep Mäe

**Tel:** +372 5691 2350

e-mail: joosep@custommetal.eu Web: www.custommetal.eu



Products and activities: CNC milling and turning, sheet metal laser cutting

Technology facilities: CNC milling, CNC turning, CNC sawing,

CNC fiber laser cutting, bending.

Export markets: Norway, Sweden, Finland

Looking for cooperation in the areas of: Europe References: Energy industry, car industry, medicine

Year established: 2008 Number of employees: 18 Turnover in 2016: 430 000 €

Export share in 2016 turnover: 15%

EMTAK code: 25731

EMTAK code: 25119

## Pentamet OÜ

**Address** 

Kassi 3, Tallinn 12618 Harjumaa Contact person: Marko Lillemets

**Tel:** +372 505 9412

**e-mail:** marko@pentamet.ee **Web:** www.pentamet.ee

**PENTAMET** 

Products and activities: Engineering and manufacturing of expansion joints, other

steel constructions

Export markets: USA, EU, Middle East

Looking for cooperation in the areas of: Expansion joints, partnerships/cooperation,

new markets

References: Power, Pulp and Paper, Steel

Year established: 2000 Number of employees: 24 Turnover in **2016**: 835 904 €

Export share in 2016 turnover: 93%

# Zircon Group OÜ

**Address** 

Ampri tee 1 Lubja küla, Viimsi vald 74010 Harjumaa Contact person: Reilika Jugolainen

Tel: +372 620 5904 e-mail: reilika@zircon.ee Web: www.zircon.ee

ZIRCON

**Products and activities:** Design production and maintenance of injection molds and

stamping dies.

Technology facilities: CAM/CAD, Unigraphics

Export markets: Finland, Germany, UK, USA, Russian Federation, Mexico, Baltic countries

Looking for cooperation in the areas of: Dies and molds

References: Modine, ABB, Ikea, Kärcher, VW, GAZ

Year established: 2005

Number of employees: 57

Turnover in 2016: 3,5 million €

Export share in 2016 turnover: 75%

# Terasman OÜ

**Address** 

Osmussaare tee 8, Tallinn 13811 Harjumaa Contact person: Toomas Molok

**Tel:** +372 503 0587

**e-mail:** sales@terasman.ee **Web:** www.terasman.ee



**Products and activities:** Main area of expertise includes manufacturing of welded steel constructions incl. assembly of motors, bearings; test run etc. Maid products: chain conveyors, belt conveyors, conveyor galleries, elevators, silos, hoppers, platforms and handrails.

**Technology facilities:** Production area 7000 m<sup>2</sup>; Engineering, welding, plasma cutting, shears cutting, saw cutting, bending, shot blasting, painting, assembly.

Export markets: Finland, Sweden, Denmark, Holland, Germany

**Looking for cooperation in the areas of:** Engineering and manufacturing of bulk material handling equipment (conveyors, elevators, silos, hoppers, platforms and handrails, screeners)

References: Andritz, Sandvik, Raumaster OY, BMH Tehnology OY

Year established: 2001 Number of employees: 65 Turnover in 2016: 5,4 million € Export share in 2016 turnover: 80%

#### **MET-Terakeskus AS**

#### **Address**

Peterburi tee 38/12, Tallinn 11415 Harjumaa Contact person: Harry Väljak

Tel: +372 5557 9507

**e-mail:** harry@met-terakeskus.ee **Web:** www.met-terakeskus.ee

Products and activities: HW and HSS cutting tools

Technology facilities: Grinding machines

Looking for cooperation in the areas of: Tool manufacturing

References: Stora Enso, Standard, TNC-Components, Combiwood, Arcwood,

Combimill, Barrus, Pinest, Bole floors, Balteco mööbel

Year established: 1994 Number of employees: 13 Turnover in 2016: 1,5 million € Export share in 2016 turnover: 0%



NACE 26

EMTAK code: 26511

### **HANZA Mechanics Tartu AS**

#### **Address**

Puiestee 2, Tartu 50303 Tartumaa Contact person: Emöke Sogenbits, Site manager

**Tel:** +372 746 8801

e-mail: hanza-mechanics-tartu@hanza.com

Web: www.hanza.com

**Products and activities:** We provide complete manufacturing solutions to our customers.

We are part of subcontracting industry.

**Technology facilities:** Sheet metal mechanics: cutting, bending, stamping, welding and powder coating. Machining: milling, turning, grinding, surface treatment.

Final assembly and testing.

Export markets: Mainly Scandinavia

Looking for cooperation in the areas of: Central Europe

Year established: 1996 Number of employees: 440 Turnover in 2016: 43,1 million € Export share in 2016 turnover: 89%

EMTAK code: 28491

EMTAK code: 28991

### **TB Works OÜ**

**Address** 

Raua 1, Kadrina 45201 Lääne-Virumaa **Contact person:** Avo Vest **Tel:** +372 504 8582

e-mail: avo.vest@technobalt.ee

Web: technobalt.ee

Products and activities: Manufacturing of complex high-quality machines and preci-

sion details mainly for mining and pulp and paper industries

**Export markets:** Finland, Sweden

Looking for cooperation in the areas of: Energy, waste, pulp & paper, forrest,

machine building

References: Our clients are leading players in pulp & paper, energy and mining sector.

Year established: 1995
Number of employees: 65
Turnover in 2016: 4,4 million €
Export share in 2016 turnover: 90%

### **AS Hekotek**

**Address** 

Põrguvälja tee 9 Jüri, Rae vald 75306 Harjumaa Contact person: Heiki Einpaul

**Tel:** +372 605 1450

**e-mail:** hekotek@hekotek.ee **Web:** www.hekotek.ee



**Products and activities:** Technologies and facilities for wood processing

**Export markets:** Russia, Baltic countries, Scandinavian countries, France, Poland,

Uruguay, etc.

References: Purutuli (Estonia), 4 Energy (Latvia), Pomor Timber (Russia),

Uddevalla municipality (Sweden)

Year established: 1992 Number of employees: 120 Turnover in 2016: 45 million € Export share in 2016 turnover: 85%

# **Desintegraator Tootmise OÜ**

Address

Peterburi tee 71, Tallinn 11415 Harjumaa Contact person: Jaan Külaviir

Tel: +372 620 5020 e-mail: desi@desi.ee Web: www.desi.ee

Products and activities: Grinding equipment, mixers

Technology facilities: Fine grinding

Export markets: Russia, Ost- and West Europa States, UAE

Looking for cooperation in the areas of: Grinding and mixing technologies

References: Building materials, foodstuff industry, chemistry

Year established: 1999 Number of employees: 13 Turnover in **2016**: 290 465 €

Export share in 2016 turnover: 50%



EMTAK code: 29202

#### Silwi Autoehituse AS

**Address** 

Vana Narva maantee 8 Maardu 74114 Harjumaa Contact person: Vahur Velvelt

Tel: +372 5333 7910 e-mail: silwi@silwi.ee Web: www.silwi.ee

**Products and activities:** Silwi Autoehituse AS constructs special vehicles from Mercedes-Benz Sprinter and Vito utility vehicles according to clients' wishes – from ambulances to luxury buses.

**Export markets:** Finland, Sweden, Norway

Year established: 1996 Number of employees: 32 Turnover in 2016: 3 million € Export share in 2016 turnover: 30%



#### **Bestnet AS**

**Address** 

Lehola 1 Lehola küla, Keila vald 76612 Harjumaa Contact person: Marek Tamm

Tel: +372 678 2064 e-mail: sales@tiki.ee Web: www.tiki.ee



**Products and activities:** Bestnet Ltd. is an Estonian capital based manufacturing enterprise. Our objective has been to produce high-quality trailers that meet the expectations and requirements of our customers. Our trailers are sold in Sweden, Norway, Russia, Ukraine, Belarus, Latvia, Lithuania and Estonia, and in Finland. On yearly basis we manufacture and market over 15 000 trailers. In addition to trailers we make subcontracting work (metal constructions) for world leading green energy companies.

**Technology facilities:** Tube laser, robot welding, CNC stamping, sheet laser cutting, cnc milling and turning, hot-dip galvanizing, powder coating, electrical- and mechanical assembly

**Export markets:** Sweden, Finland, Norway, Lithuania, Latvia, Belarus, Russia. Italy, Spain, Denmark, China, USA, UK

**Looking for cooperation in the areas of:** Trailer manufacturing and sales, subcontracting metal constructions

References: ABB

Year established: 1990 Number of employees: 110 Turnover in 2016: 19 million € Export share in 2016 turnover: 84%

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## NACE 33

EMTAK code: 33201

#### **Electromatix**

**Address** 

J.Sütiste 16, Tallinn 13411 Harju maakond Contact person: Kristi Tölp

**Tel:** +372 512 6593

e-mail: Electromatix@electromatix.eu

Web: www.electromatix.eu

**Products and activities:** Automatics

Looking for cooperation in the areas of: Estonia

Year established: 2008 Number of employees: 3 Turnover in 2016: 104 000 € Export share in 2016 turnover: 0%



# **Amitec Project OÜ**

Address

Office: Riia 130a, Tartu 51014 Tartumaa Registered: Pikk 23, Võru 65604 Võrumaa Contact person: Virgo Kurist

**Tel:** +372 551 8069

**e-mail:** virgo.kurist@amitec.fi **Web:** www.amitecproject.ee

EMTAK code: 4120; 3320; 4221; 4322; 3311; 3312; 3319



**Products and activities:** Project management, manufacturing processes development, assembly of industrial devices, machinery building, stainless steel piping, mechanical design, CNC turning and milling

**Technology facilities:** TIG welding, MIG/MAG welding, CNC milling, CNC turning, guillotine 3 m, press 3 m 200 t, pipe bending, vibration treatment, steelball cleaning, semi-automated saw, SolidWorks and AutoCAD design software

Export markets: Europe, USA

**Looking for cooperation in the areas of:** CNC turning, CNC milling, mechanical design, assembly of piping, assembly of industrial devices, machinery building

Year established: 2007 Number of employees: 35 Turnover in 2016: 1,6 million € Export share in 2016 turnover: 50%

# MACHINE TOOL AND EQUIPMENT SUPPLIERS

#### **AS Eesti AGA**

**Address** 

Pärnu mnt 141, Tallinn 11314 Harjumaa Contact person: Andrus Laur

Tel: +372 650 4523

e-mail: andrus.laur@ee.aga.com

Web: www.aga.ee

A Member of The Linde Group



**Products and activities:** Sales of industrial, food, specialty and medical gases, equipment and solutions.

EMTAK code: 46759

EMTAK code: 46511

EMTAK code: 46621

**Export markets:** AGA is represented in all Nordic and Baltic countries. As part of The Linde Group we have our presence is more than 100 countries worldwide.

**Looking for cooperation in the areas of:** Manufacturing industry, construction, metal fabrication, steel & metals, ship building, chemical industry, food and beverages, pulp & paper, metallurgy, R & D, healthcare, laboratories, aquaculture, electronics and environment.

**References:** AGA is the leading gas company in all Nordic and Baltic countries. As part of The Linde Group we have our presence is more than 100 countries worldwide. Our customers are many well known and leading companies in manufacturing industry, construction, metal fabrication, steel & metals, ship building, chemical industry, food and beverages, pulp & paper, metallurgy, R & D, healthcare, laboratories, aquaculture, electronics, and environment.

Year established: 1991 Number of employees: 140 Turnover in 2016: 17 282 €

Export share in 2016 turnover: 3,5%

## **AruCAD Süsteemid OÜ**

**Address** 

Lõõtsa 4, Tallinn 11415 Harjumaa Contact person: Ivari Soome

Tel: +372 630 6523 e-mail: info@arucad.ee Web: www.arucad.ee



and support services.

Technology facilities: Training Center, computer class with Autodesk authorized soft-

wares

Export markets: Finland, Scandinavia

Looking for cooperation in the areas of: BIM and CAM solutions development and

project services

References: Engineering, design, construction and manufacturing customers

Year established: 2009 Number of employees: 4 Turnover in 2016: 615 000 € Export share in 2016 turnover: 1%

# ABPLANALP ESTEE OÜ

**Address** 

Sära tn 8, Mõigu tehnopark Peetri alevik 75312 Harjumaa Contact person: Jaan Lahtvee

Tel: +372 510 3725 e-mail: info@abplanalp.ee Web: www.abplanalp.ee

Year established: 2003 Number of employees: 6

**EMTAK code: 46712** 

# Aider OÜ

**Address** 

Allika tee 12, Peetri alevik 75312 Harjumaa Contact person: Henri Tabri

Tel: +372 512 6633 e-mail: henri@aider.ee Web: www.aider.ee

Number of employees: 9



#### **Mentum AS**

**Address** 

Mustamäe tee 4, Tallinn 10621 Harjumaa **Contact person:** Rene Väli **Tel:** +372 5194 9521, +372 673 7125

e-mail: rene.vali@balticoil.eu; info@balticoil.eu

Web: www.balticoil.eu



Products and activities: Sales of Castrol industrial, automotive and marine lubricants

Technology facilities: Logistics and warehousing

**Export markets:** Baltic states

**Looking for cooperation in the areas of:** Aerospace, automotive and machinery components manufacturing, metalworking, power generation, food and pharmaceutical industry.

References: Volvo, Scania, SAAB, Siemens, Vestas, Atlas Copco, Sandvik, SAPA,

Husqvarna, ABB, Ovako, Grundfos

Year established: 2010

Number of employees: 17

Turnover in 2016: 6 684 306 €

Export share in 2016 turnover: 43%

# PLM Group Eesti OÜ

Address

Väike-Paala 1, Tallinn 11415 Harjumaa Contact person: Dmitri Aleksandrov

**Tel:** +372 511 3752 **e-mail:** info@plmgroup.ee

Web: plmgroup.ee

EMTAK code: 62091, 70221, 85599, 62021

85599, 0202



**Products and activities:** PLM Group is Dassault Systèmes SOLIDWORKS authorized reseller. We offer software solutions for product lifecycle management, support and trainings. PLM Group is also a reseller of industry leading 3D printers.

**Technology facilities:** Dassault Systèmes software, 3D printers from Markforged and 3D Systems, training programs, certified instructors

Looking for cooperation in the areas of: Mechanical and electrical engineering, PLM

**References:** Engineering services; Industrial Machinery; Industrial Equipment; High Tech - Electronics; Medical; Mold, Tool & Die; Process & Plant; Transportation

Year established: 2006 Number of employees: 12 Turnover in 2016: 1,3 million €

EMTAK code: 46621

#### Klinkmann Eesti AS

#### **Address**

Krookuse 8, Tallinn 10616 HARJUMAA Contact person: Kerly Hendrikson

Tel: +372 5555 5768
e-mail: info@klinkmann.ee
Web: www.klinkmmann.ee

## KLINKMANN

**Products and activities:** Klinkmann Group in Finland, Baltics and Russia+CIS – technical distribution from Components to Solutions.

Klinkmann is the leading industrial provider of automation and electrification solutions and services. Klinkmann's technical focus areas comprise machine and production automation, industrial data communication and IoT as well as electrical panel components and energy solution technologies. Klinkmann offers solutions and support services which help our customers to improve their products and operations.

Klinkmann employs over 250 professionals and technical experts, and distributes and supports the world leading manufacturers in its sales regions. The company has offices in Finland, the Baltic countries, Russia and other CIS countries. Klinkmann's strong technical service teams are committed to ensure the best consultation and solution maintenance for customer needs and delivering of certified customer trainings and support.

Klinkmann Software Development Center – brings more value into applications. Klinkmann's Development Center focuses in developing add-on communication and functional software modules for automation systems of the main international manufacturers, like Wonderware Schneider Electric, Rockwell Automation, Siemens and ABB. We manage various industrial communication protocols, wireless and IoT solutions as well as alarming, reporting and other special operational functions in the main automation

environments.

**Looking for cooperation in the areas of:** Machine and production automation, industrial data communication and IoT as well as electrical panel components and energy solution technologies.

Year established: 1993 Number of employees: 10 Turnover in 2016: 1,4 million €

# **Duroc Machine Tool OÜ**

**Address** 

Võru 47e, Tartu 50111 Tartumaa Contact person: Peeter Sekavin

Tel: +372 508 3720 e-mail: info@duroc.com Web: www.duroc.ee



**Products and activities:** Machine tools, tools, automation

References: BLRT, Hanza Mechanics, Konesko, Hissmekano, Kolmeks

Year established: 2004 Number of employees: 9 Turnover in 2016: 2,8 million € Export share in 2016 turnover: 1%

# ARCHITECTURAL AND ENGINEERING ACTIVITIES; TECHNICAL TESTING AND ANALYSIS

## NACE 71

EMTAK code: 71129

EMTAK code: 7112

EMTAK code: 7112

# Teamwork Engineering OÜ

**Address** 

Kadaka tee 42F, Tallinn 12915 Harjumaa Contact person: Meelis Viisileht

**Tel:** +372 511 0916 **e-mail:** info@twe.ee **Web:** www.twe.ee

Products and activities: Engineering services, industrial engineering services,

CHP stations

Technology facilities: Solidworks, PTC Creo Direct, Vertex; Assembly of fixtures

and machines

Export markets: Finland, Sweden

**Looking for cooperation in the areas of:** Mechanical and industrial engineering **References:** Energy production, Oil production, Automotive machinery, Machine

building, Construction machinery

Year established: 2007 Number of employees: 4 Turnover in 2016: 219 000 € Export share in 2016 turnover: 40%



## **ESTEG OÜ**

**Address** 

Kopli 25-339, Tallinn 10412 Harjumaa Contact person: Martin Vilist

Tel: +372 525 4790 e-mail: martin@esteg.eu Web: www.esteg.eu

Products and activities: Mechanical engineering experts

Looking for cooperation in the areas of: Mechanical engineering and

machine building

Year established: 2014 Number of employees: 4 Turnover in 2016: 31 000 €



# **DoWisely OÜ**

Address

Rävala 11/11, Tallinn 10143 Harjumaa Contact person: Tonis Ots Tel: +372 5650 9628

e-mail: tonis.ots@dowisely.ee
Web: www.dowisely.ee



**Products and activities:** Mechanical Engineering, Autodesk Vault implementation, Autodesk Inventor trainings

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**Technology facilities:** Autocad Mechanical, Autodesk Inventor, Vault Professional,

Fusion 360

Looking for cooperation in the areas of: Mechanical Engineering, Consultancy

References: Pulp and paper, mining

Year established: 2016 Number of employees: 2 Turnover in 2016: 10 000 €

# ARCHITECTURAL AND ENGINEERING ACTIVITIES; TECHNICAL TESTING AND ANALYSIS

# **Deck Engineering OÜ**

**Address** 

Valukoja 7/2, Tallinn 11415 Harjumaa Contact person: Dmitri Jekimov

**Tel:** +372 5599 9324 **e-mail:** info@deck.ee

Web: www.deckengineering.ee



Products and activities: Lifting and Handling equipment for Marine, Offshore and

EMTAK code: 71129

EMTAK code: 71209

EMTAK code: 7112

Onshore Oil&Gas. Mechanical and Structural Engineering.

**Technology facilities:** EPC and EPCM , Product development, Manufacturing, Testing, Certification, Structural analysis, Mechanical Engineering, System design and automation.

**Export markets:** Europe, Russia, Norway

Looking for cooperation in the areas of: Drilling, Offshore, Shipbuilding, Energy,

Industrial and Mechanical Engineering

Year established: 2013 Number of employees: 11 Turnover in 2016: 733 000 €

Export share in 2016 turnover: 70%

## **MEC** Insenerilghendused

**Address** 

Akadeemia tee 21/1, Tallinn 12618 Harjumaa Contact person: Kristjan Tabri

Tel: +372 509 2585 e-mail: info@mec.ee Web: www.mec.ee



Products and activities: Structural assessment, marine and offshore engineering, naval

architecture, industrial engineering

**Technology facilities:** LS-Dyna, FEMAP, NASTRAN, NX, MAXSURF, HYDROMAX

**Export markets:** Norway, Finland, the Netherlands, Germany

Looking for cooperation in the areas of: Marine & offshore engineering,

naval architecture

References: Ship design offices, shipyards, shipowners

Year established: 2002 Number of employees: 12 Turnover in **2016**: 400 000 €

Export share in 2016 turnover: 50%

# **Acer Systems OÜ**

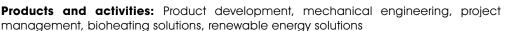
**Address** 

Nõmme tee 74, Tallinn 13418 Harjumaa

TEKVEL

Contact person: Kristo Vaher

Tel: +372 524 5080 e-mail: info@tekvelt.eu Web: www.tekvelt.eu



**Export markets:** Germany

Looking for cooperation in the areas of: energy, machine building

References: bioenergy Year established: 2014 Number of employees: 2



EMTAK code: 71129

EMTAK code: 71121

# **Aramet OÜ**

**Address** 

Väike-Ameerika 8-307, Tallinn 10129 Harjumaa

**Aramet** 

Contact person: Hendrik Ross

**Tel:** +372 518 0415

e-mail: hendrik@aramet.ee
Web: www.aramet.ee

Products and activities: Mechanical design and industrial engineering

Technology facilities: Solid Edge ST9 classic and professional with structural analysis

**Export markets: Finland** 

**Looking for cooperation in the areas of:** industry, machine design, engineering **References:** Automated industrial lines in wood industry, food industry and mining;

smart machines, complex structures

Year established: 2012 Number of employees: 4 Turnover in **2016**: 175 000 €

Export share in 2016 turnover: 10%

# **Revismo Engineering**

**Address** 

Laki 11e, Tallinn 12915 Harjumaa Contact person: Kristo Klementi

Tel: +372 5620 8289
e-mail: kristo@revismo.com
Web: www.revismo.com



**Products and activities:** Product development, mechanical engineering, FEA, CFD **Looking for cooperation in the areas of:** Product development and product

engineering

References: Forest industry, agricultural industry, food industry, general product

development and product engineering

Year established: 2013 Number of employees: 7 Turnover in 2016: 150 000 € Export share in 2016 turnover: 5%

# Saku Tehno Metall OÜ

**Address** 

Üksnurme tee 8, Saku 75501 Harjumaa Contact person: Rene Tammis

**Tel:** +372 522 7485

e-mail: rene.tammis@sakutehno.ee

**Web:** www.sakutehno.ee

**SAKU**TEHNO

Products and activities: Steel structures design, production and assembling

**Technology facilities:** Factory 2000m<sup>2</sup> **Export markets:** Finland and Sweden

Year established: 2009 Number of employees: 31 Turnover in 2016: 1,8 million € Export share in 2016 turnover: 94%

# ARCHITECTURAL AND ENGINEERING ACTIVITIES; TECHNICAL TESTING AND ANALYSIS

NACE 71

## Insero OÜ

#### **Address**

Registered: Tulbi 4, Tallinn 10612 Harjumaa Office: Tulika 15/17, Tallinn 10613 Harjumaa Contact person: Oliver Mets

Tel: +372 622 9505 e-mail: info@insero.ee Web: www.insero.ee

EMTAK code: 71129

#### **Products and activities:**

MECHANICAL ENGINEERING

- Process equipment and parts
- Conveyors and transport systems
- Support structures and platforms for machinery
- Production development parts and jigs
- Manufacturing equipment
- Tagging and labelling equipment
- Picking equipment
- Sorting and feed systems
- Testing equipment

#### PRODUCT DEVELOPMENT AND PROTOTYPING

- Sketching a concept
- Design
- Development
- Prototyping
- Preparation for serial production

#### **ADDITIONAL SERVICES**

- Consulting services
- Strength calculations (FEM)
- Digitalization of drawings
- Production planning

Export markets: Finland, Sweden

Looking for cooperation in the areas of: Engineering service for main contractors

**References:** Mining and electronic industries

Year established: 2012 Number of employees: 6 Turnover in 2016: 200 000 €

Export share in 2016 turnover: 85%

# RENTAL AND LEASING OF OTHER MACHINERY, EQUIPMENT AND TANGIBLE GOODS

NACE 77

## **AS EVR Cargo**

#### **Address**

Toompuiestee 35, Tallinn 15073 Harjumaa Contact person: Lauri Rohtoja, Peep Lass

Tel: +372 615 6664 e-mail: info@evrcargo.ee Web: www.evrcargo.ee EMTAK code: 49201, 33171,

77391, 52291



Products and activities: Rolling stock repair, railway freight, rolling stock rent

Technology facilities: Tapa locomotive and rail car depot, Muuga locomotive depot,

Tapa railway rolling stock washing and paintig shop

Looking for cooperation in the areas of: rolling stock and its components

maintenance reconstruction and building

Year established: 2012 Number of employees: 684 Turnover in 2016: 62 443 000 €

# ACTIVITIES OF EMPLOYMENT PLACEMENT AGENCIES

NACE 78

EMTAK code: 78101

# Hansavest Rental OÜ

#### Address

Suur-Jõe 46a, Pärnu 80010 Pärnumaa Contact person: Janek Sirg Tel: +372 5646 8559

e-mail: janek@hansavest.com
Web: www.hansavest.com



**Products and activities:** Labour hireing **Technology facilities:** Welders, CNC operator **Export markets:** Latvia, Estonia, Scandinavia

Looking for cooperation in the areas of: cooperation partners from Scandinavia

Year established: 2005 Turnover in 2016: 3,7 million € Export share in 2016 turnover: 10%

## SCIENTIFIC RESEARCH AND DEVELOPMENT

### IMECC OÜ

#### **Address**

Teaduspargi 8, Tallinn 12618 Harjumaa Contact person: Jüri Riives Tel: +372 501 0107

e-mail: info@imecc.ee
Web: www.imecc.ee



**Products and activities:** IMECC's main activities are research and development in the fields of digital manufacturing, process automation and robotics, mechatronics, materials' technology. IMECC manages and participates in several national and international projects as well as offers several different services to companies.

IMECC is offering high-tech solutions and engineering support to help to increase sustainability and competitiveness of companies. IMECC offers: production and automation consulting, incl. using LEAN, cost efficiency, measuring and monitoring production processes, software solutions for planning, exchange contacts and finding partner-companies from Estonia, project funding and grant applications

Year established: 2009 Number of employees: 18

# Tallinn University of Technology, Department of Mechanical and Industrial Engineering

#### **Address**

Ehitajate tee 5, Tallinn 19086 Harjumaa Contact person: Kristo Karjust

**Tel:** +372 620 3260 **e-mail:** kristo.karjust@ttu.ee

Web: www.ttu.ee/instituut/mehaanika-ja-toostustehnika-instituut/



**Products and activities:** MAIN RESEARCH AREAS: Design optimization of advanced materials, structures and products; Smart Composites – Design and Manufacturing; Mechatronic and Production Systems Proactivity and Behavioural Models (Industry 4.0); Real-time Production Monitoring and Prediction Models Development; Analysis and Development of Additive Manufacturing Processes; Development of advanced coatings and polymer-ceramic composites; Nano-geometry and entanglement for design and prototyping of ceramic-based high-performance nano-composites; Advanced thin hard coatings in tooling; Ceramic – metal composites (cermets).

**Looking for cooperation in the areas of:** Design optimization of advanced materials, structures and products; Smart Composites – Design and Manufacturing; Mechatronic and Production Systems Proactivity and Behavioural Models (Industry 4.0); Real-time Production Monitoring and Prediction Models Development; Analysis and Development of Additive Manufacturing Processes; Development of advanced coatings and polymer-ceramic composites; Nano-geometry and entanglement for design and prototyping of ceramic-based high-performance nano-composites; Advanced thin hard coatings in tooling; Ceramic – metal composites (cermets).

Year established: 1918 Number of employees: 102

# **Association of Estonian Mechanical Engineers**

#### **Address**

Ehitajate tee 5, Tallinn 19086 Harjumaa Contact person: Aigar Hermaste

Tel: +372 620 3269 e-mail: info@emil.ee Web: www.emil.ee



**Products and activities:** Assignment of mechanical engineering qualifications in higher

education

Year established: 1997 Number of employees: 1

## **Estonian Maritime Academy**

#### **Address**

Kopli 101, Tallinn 11712 Harjumaa Contact person: Terje Viertek (office manager)

**Tel:** +372 613 5500 **e-mail:** emera@ttu.ee

Web: www.ttu.ee/mereakadeemia



**Products and activities:** MAIN RESEARCH AREAS and POSSIBLE COOPERATION POINTS: (1) naval architecture and hydrodynamics: model tests (resistance, seakeeping, roll decay, dynamic stability, streamline, LCG optimization, wedge), design (concept design analysis and optimisation, CFD calculations, computational stability calculations, determination of design category and main characteristics, design, rendering and modelling services, FEM structural assessment), materials laboratory (accelerated ageing, fatigue, flexural and tensile test of materials in temperature, microscopic analysis, precision weighing and density determination, portative determination of material thickness and hardness, ultrasonic thickness measurement and composite bound testing, temperature, moisture and humidity measurements); (2) Ships' engineering: ship's powerplant and auxiliary machinery, steam and gas turbines, computer aided ship design, seamanship and ship maintenance; (3) Refrigeration technology: construction and operation, conditioning facilities, refrigerating control equipment and automatic control, heat engineering, mounting and repairing of refrigeration systems.

**Technology facilities:** (1) Simulators: engine room simulator, refrigeration simulator, navigational bridge simulator, GMDSS maritime communication simulator, fishing simulator, potential incident simulation, control and evaluation system simulator; (2) Laboratories: refrigeration technology, process automation, pneumatics and hydraulics, electronics and electrotechnics, fishing gear, fish quality, ichthyology, ecology, fish processing technology, marine diesel powerplants, towing tank.

**Looking for cooperation in the areas of:** (1) Autonomous Unmanned Merchant Vessels: maritime safety and security, propulsion technologies, adoption and management of standards, regulations, legacy and education/training, (2) Digitalization of shipping: e-navigation, e-documents, e-ports, adoption and management of standards, regulations, legacy and education/training; (3) Sustainable shipping: green shipping (LNG, other alternative solutions), simulator centre cross-border training (SAR, crisis management, oil/chemical spill, autonomous vessels testbed and remote control centre)

Year established: 1918 Number of employees: 120

# **TTK University of Applied Sciences**

#### Address

Pärnu mnt 62, Tallinn 10135 Harjumaa Contact person: Tavo Kangru

**Tel:** +372 5623 4865 **e-mail:** tavo@tktk.ee

Web: www.tktk.ee/en/ttk/faculties/faculty-mechanical-engineering



**Products and activities:** Innovative Solutions in Mechanical Engineering, Applied Research on Coating Methods and Technology

**Technology facilities:** Metal welding technology laboratory, Coating technology laboratory, Metal cutting laboratory, Measuring instruments laboratory, Engineering materials laboratory, Electrical engineering laboratory.

Year established: 1915 Number of employees: 12

# PROFESSIONAL/VOCATIONAL SCHOOLS







### Eesti Maaülikooli Tehnikainstituut

te.emu.ee

Ida-Virumaa Kutsehariduskeskus www.ivkhk.ee

#### Tartu Kutsehariduskeskus khk.ee







Tallinna Tööstushariduskeskus

www.tthk.ee

**Kehtna Majandus- ja Tehnoloogiakool** www.kehtna.edu.ee

Tallinna Lasnamäe Mehaanikakool www.tlmk.ee



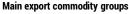
Võrumaa Kutsehariduskeskus

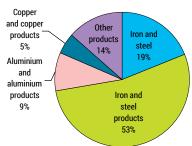
www.vkhk.ee

# SECTOR OVERVIEW

# Manufacturing of metal and metal products

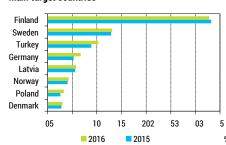
The metals industry is involved in several fields, such as manufacturing, and construction of machinery and equipment. The metal industry employs more than 13,000 people, making it one of the largest industries after the timber industry and the food industry. More than 1,200 companies operate in the industry. The metal industry is concentrated in Tallinn and its vicinity (60% of the workforce), and in Ida-Viru County and Tartu County (one tenth of the workforce). Larger companies are Ruukki Products AS, AS Saku Metall Allhanke Tehas (engineering structures), Fortaco Estonia AS, OÜ Marketex Offshore Constructions, AS Remeksi Keskus, AS E-Profiil (metal structures), AS Metaprint (manufacturing of metal packaging), AS HANZA Mechanics Tartu, HANZA Mechanics Narva AS, AS FAVOR, AQ Lasertool OÜ (metal processing) and ETS NORD AS (ventilation equipment).





Goods of Estonian origin

Exports of goods of Estonian origin by main target countries



Source: Statistics Estonia

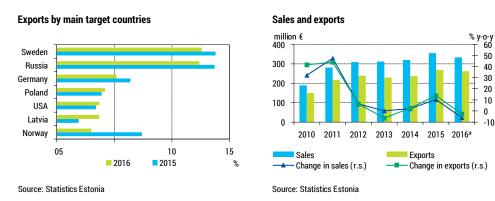
#### Sales and exports



Source: Statistics Estonia

## Manufacturing of machinery and equipment

Around 175 small and medium-sized machinery and equipment manufacturers operate in Estonia. The largest engineering industry companies are AS Hekotek (woodworking equipment), OÜ Palmse Mehaanikakoda (timber trailers, log lifts), AS Sami (construction lifts, forestry machinery), AS Tech Group (production automation equipment, production lines), OÜ Technobalt Eesti (conveyer systems), AS Finmec, AS Rauameister (handling and lifting equipment and parts thereof), Interconnect Product Assembly AS (industrial equipment, industrial electronics), OÜ PMT (different equipment for the engineering industry), Sveba-Dahlen Baltic OÜ (food industry equipment) and Metos AS (industrial kitchen equipment). However, the sector is dominated by smaller companies. Larger companies are located in Tallinn and Harju County, but the engineering industry is represented in almost every region of Estonia.



## Manufacturing of means of transport

In Estonia, there are more than one hundred manufacturers of means of transport. The largest are PKC Eesti AS (wiring harnesses for the automotive industry), AS Norma (automotive safety systems, safety belts), Stoneridge Electronics AS (electronic equipment for the automotive industry), AS Fors MW (timber trailers, cranes), AS Respo Haagised and AS Bestnet (trailers), OÜ Tarmetec (car accessories), Universal Industries OÜ (silencers), Baltic Workboats AS (aluminum boats), AS Luksusjaht (plastic yachts and motor boats). Many shipbuilding and repair companies are included under repair of machinery and equipment, such as several subsidiaries of BLRT Grupp AS. Larger companies are concentrated mainly in Tallinn and Harju County (two-thirds of the workforce in the sector), whereas Tartu County and Saare County are also quite significant.



