



German Business Delegation Trip to Estonia and Latvia – Maritime Industry & Shipbuilding

Riga and Tallinn
10th – 14th November 2025

Company Products and Services Catalogue

In collaboration with



Deutsch-Baltische Handelskammer
in Estland, Lettland, Litauen
German-Baltic Chamber of Commerce
in Estonia, Latvia, Lithuania

Project of



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German Business Delegation
Estonia
Latvia
10th-14th November



With the support of the German Federal Ministry for Economic Affairs and Energy (BMWE), SBS systems for business solutions, in collaboration with the German-Baltic Chamber of Commerce, is organizing a business mission to Estonia and Latvia.

The German delegation comprises 15 selected companies offering advanced technologies and services across the entire maritime and shipbuilding value chain.

From November 10–11, the delegation will be in Riga, followed by a visit to Tallinn from November 12–14, with the aim of building new partnerships and fostering long-term collaboration with local stakeholders.

We are pleased to invite you to our **Presentation and Networking Conference** on **November 12, 2025, in Tallinn**. This event presents a valuable opportunity to:

- Discover cutting-edge products and solutions from leading German companies.
- Engage in insightful discussions on current trends in the maritime industry.
- Identify areas for cooperation and explore potential business opportunities with German counterparts.

In addition, we invite you to take part in **individual B2B meetings** with the participating German companies. These tailored one-on-one sessions provide an excellent platform to explore new business opportunities and potential synergies.

Registration for the presentation and networking event is free of charge.

To schedule individual meetings with one or more of the German companies featured in this catalogue or to request additional information, please feel free to contact us.

We look forward to your participation and to fostering an enriching exchange between German and Estonian/Latvian partners!

Message of greeting from the Federal Ministry for Economic Affairs and Energy

The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the business opportunities module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Estonia, Latvia and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Energy, I would like to thank the participants from Germany, all multipliers, and other involved parties in Estonia and Latvia for their contribution to create a successful measure.



Mr. Christian Tippelt

.....
*Director Foreign Market Entry
Programme of the Federal
Ministry for Economic Affairs
and Energy (BMWE)
Germany Trade & Invest*

SBS systems for business solutions

SBS systems for business solutions is a private consulting agency founded in 1999, with over two decades of experience in the planning, development and implementation of international projects. The company offers services such as workshops, events, individually organized B2B meetings, customized market entry strategies and support in the coordination of international teams for the Italian and German-speaking markets.

Since 2006, SBS has organized more than 300 internationalization projects, ranging from delegation trips abroad to large virtual conferences on behalf of several German ministries and other foreign government institutions.

In addition, SBS has been awarded the title of "Temporary Export Manager" by the Italian Ministry of Economic Development. A highly skilled team of project managers with multinational backgrounds at the Berlin and Rome offices is sensitized to the issue of cultural differences and therefore knows how to approach difficult cultural issues. SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for its clients. Thanks to a strong partner network and more than 1,000 German and international customers, SBS can facilitate a successful market entry in emerging and most attractive markets worldwide.

German-Baltic Chamber of Commerce in Estonia, Latvia, Lithuania

The German-Baltic Chamber of Commerce in Estonia, Latvia, and Lithuania (AHK Baltic) is your first point of contact and comprehensive service provider in the Baltic States. With many years of experience and a broad network across various sectors and industries, AHK Baltic offers expert support for your business activities.



Its multilingual and highly skilled team ensures quick and precise responses to your inquiries and provides hands-on assistance for your operations in Estonia, Latvia, and Lithuania.

For more information, please visit: www.ahk-balt.org



Summary

böhmm Kabel | Cables connect.
International success achieved
through strong, long-term business
relationships.



made in
Germany

Company profile

BÖHM KABEL – Your cable competence in a world of connections.

We are a medium-sized family-owned company based in Iserlohn (Germany) with a subsidiary in Zwingen (Switzerland). As a worldwide distributor of cables, we offer our customers a broad and varied product portfolio that meets national and international standards.

Our recipe for success? A mix of tradition and innovation. Our modern logistics centres, equipped with state-of-the-art high-bay platforms and cutting machinery, redefine the standard for innovative logistics in the digital age. Our focus is not only on the development and realisation of customer-specific logistics solutions, but also on our flexible service DNA.

Products / Services

SERVICE WORLDWIDE | A partnership for your benefit

Our customers benefit from our many years of expertise as a service provider and our extensive stock of cables and wires for industry, construction, cranes and shipping. Special cable types can be designed and supplied according to specific customer requirements.

- Modern stock with an extensive range of cables and wires, stored in two logistics centres in Iserlohn
- Fast, reliable delivery & service worldwide
- Products & services from a single source
- Development, planning and realisation of your individual logistics concept
- Cutting every desired length, labeling
- Warehousing of your products
- Professional sales team with technical expertise
- We are your reliable and flexible partner, ensuring a close cooperation, fast solutions & short administrative paths

References and export activities

-

Target group

OUR CABLES STAY ON COURSE! Certified. Reliable. Future-proofed.

Ship | Marine | Navy | Offshore | Ship-to-Shore cables are essential for the modern maritime industry. They are specially developed and tested according to national and international standards to withstand the demanding conditions at sea and underwater, while meeting the highest safety standards.

Competitive advantages

CERTIFICATES | National and international approvals

- VG 95218 BAAINBw parts 60-66 German Military | Bundeswehr-Normen
- DNV Det Norske Veritas
- ABS American Bureau of Shipping
- BV Bureau Veritas
- LR Lloyd's Register
- Class NK Nippon Kaiji Kyokai
- RINA Registro Italiano Navale
- TÜRK LOYDU
- UL Certificate
- CRS Croatian Register of Shipping

Ideal business partners

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Languages: English, German

Project



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Summary

GTC Energy Solutions is a manufacturer of lithium ion battery systems for marine, industrial and residential applications.



made in
Germany

Company profile

GTC Energy Solutions is a manufacturer of lithium ion battery systems for use in the marine industry, industry to smaller applications in the home as solar storage.

GTC Energy Solutions GmbH is located in Güstrow, in the North East of Germany.

Our products are marketed worldwide.

References and export activities

- pure electric 110m ferry "AURORA" with 4,4 MWh installed power (Helsingborg and Elsinore)
- 520 kWh 20' Container solution for industrial application
- Projects Hydromover & Hydrolglyder for Singapore port as battery cartridge system (Power Swäp).

Target group

Are ship owners, ferry operators, shipyards, ship designers and system integrators.

Industry companies with interest in energy storage systems + system integrators shore facilities.

Products / Services

The battery systems are modularly expandable, starting at 60kWh upwards there are no limits.

Main target groups are shipping and industry.

In the marine sector our energy storage systems are used for propulsion, for peak shaving, as replaceable cartridges or container solutions.

In the industrial sector mainly container solutions are used. These storage systems are mainly used to store and use self-generated energy from solar power.

GTC Energy Solutions offers worldwide service and sales support for its products.

Competitive advantages

Our battery is by its design and integrated water cooling the only battery that was baked over 1 hour at 900 ° C without burning itself.

Our battery system is by the related cells one of the most powerful and durable batteries with over 15,000 cycles and charge + discharge ramps of up to 6C.

The cartridge system (Power Swäp) supports the infrastructure of ports.

Ideal business partners

Are ship owners, ferry operators, shipyards, ship designers and system integrators.

Industry companies with interest in energy storage systems + system integrators shore facilities.



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Project

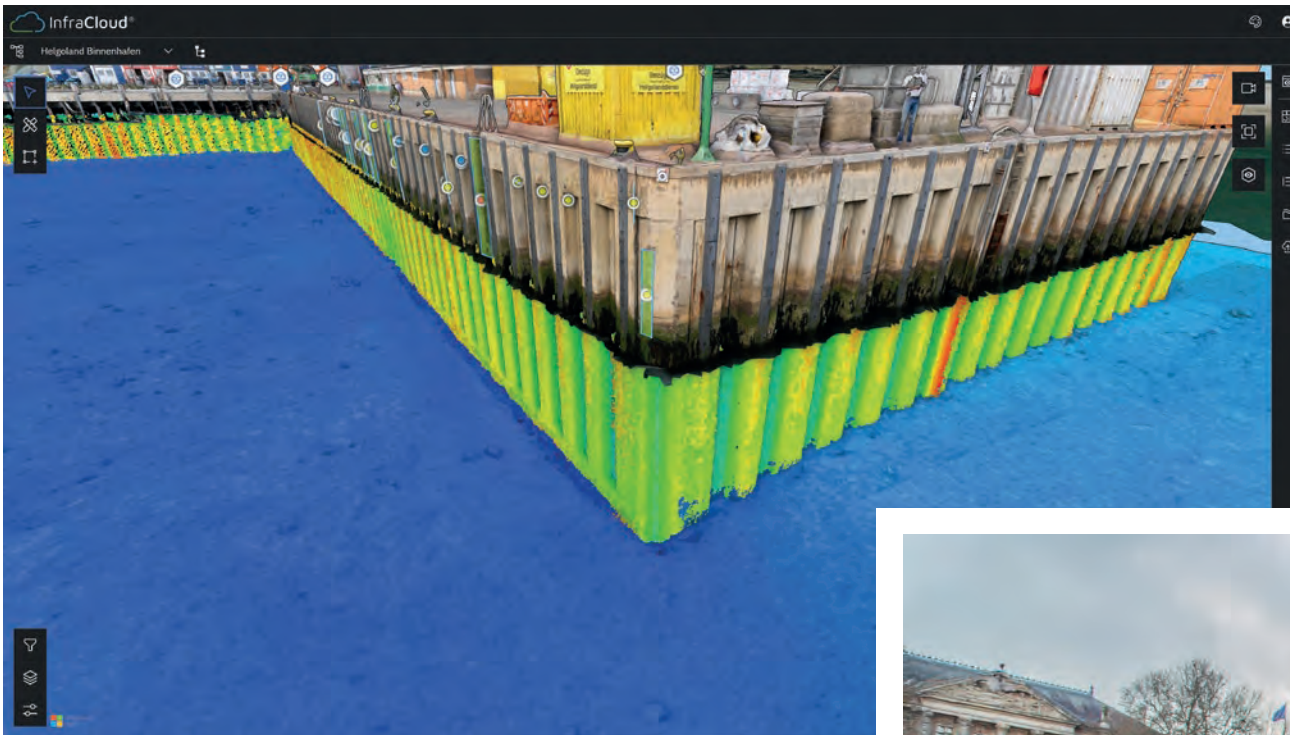


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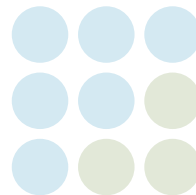
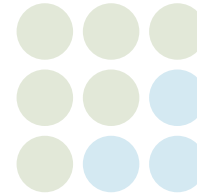
Project of:





HydroMapper

make visible



Summary

HydroMapper provides digital management tools for owner-operators mainly in the fields of port infrastructure.



made in
Germany



Company profile

HydroMapper GmbH, based at Veritaskai 8, 21079 Hamburg, Germany has made it its mission to revolutionize the market for structural surveying under and above water. Through the use of the latest technologies and their further development, through its own research projects and developments, in cooperation with various universities in Germany, HydroMapper can demonstrate enormous success in the improvement of the measurement quality and the measurement results obtained. In addition, with the current development of Infra-Cloud, HydroMapper is creating a stable foundation for data management and monitoring for structure operators. Infra-Cloud is the new interface for existing and future structural data, which is available to the user in a structured and bundled digital form anytime and anywhere.

HydroMapper thus forms a complete package for the user, from surveying and evaluation to archiving the measurement data.

Products / Services

3D underwater surveying - Our 3D underwater survey with our MultiBeam from a boat offers you the advantages of a comprehensive and very accurate survey and documentation of structures under the water surface. This means that you can save enormous costs in repair and renewal, as the anomalies found can be precisely defined and measured by our own structure inspectors.

HD above-water survey - By surveying above the water surface with HydroMapper, you can achieve an extremely high resolution that is also georeferenced. The digitized measurement area is precisely analysed and inspected. This is also carried out by our own structural inspectors, providing you with all measurement data in visualized form and including damage findings in digital form.

Infra-Cloud - The cloud provides you with a new interface for existing and future structural data, which is available to the user in a structured and bundled digital form anytime and anywhere.

References and export activities

BWA – Federal Waterways Engineering and Research Institute
WSV – Federal Waterways and Shipping Administration
EnBW – Energy Baden-Württemberg
LSBG – State Office for Roads, Bridges and Waterways – Hamburg
HPA – Hamburg Port Authority AöR
Hamburger Energiewerke
Bremenports
Niedersachsenports
Wismar Seaport GmbH
HGK – Ports and Freight Traffic Cologne AG
RFH – Rostocker Fracht- und Fischereihafen GmbH
KÖRT.ING – Körting Ingenieure

Target group

Private and public owners and operators of structures within the shipping infrastructure. Such as bridges, locks, canals, sheet piling, quay walls and the like.

Competitive advantages

- Better resolution due to higher number of measuring points on the same area.
- Full-surface measurement thanks to three multiple measuring angles per measuring surface.
- Analysis and marking of anomalies by our own building inspectors.
- USP: Higher measurement accuracy thanks to our patented total station tracking.
- USP: Bending line approximation / calculation of remaining service life

Ideal business partners

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HydroMapper

make visible

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Languages: English, German

Project

Geschäftsanbahnung **Maritime**
Estland **und Schiffbau**
Lettland **Wirtschaft**
10.-14. November 2025

Supported by:



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WESELMANN

THE MARITIME CONSULTANCY
AND VALUATION FIRM

Summary

Ship Valuations, Marine Surveys,
Towage Approvals, Factory Acceptance
Tests, Risk Assessments and Loss
Prevention, Supervisions, Inland
Waterway Services, Marine Consultancy
Services Sustainability Assessment.



● ● ●
made in
Germany

Company profile

Since 1947 active in the shipping industry as marine experts and ship valuers with experienced team of naval architects, mechanical & marine engineers, master mariners, shipping economists and analysts with shipbroking background.

We are headquartered in Hamburg/Germany and have side offices in Hong Kong and Copenhagen, as well as a worldwide surveyor network.

Products / Services

Weselmann offers a wide range of technical consultancy services, ship valuations including TC rates, OPEX etc., warranty/damage/condition surveys, FATs, repair supervision, yard surveys, towage approvals, stability calculations, ESG assessment, work specifications for repair and docking, sustainability assessments of shipyards and vessels, advisory services.

References and export activities

Among many others f. e. AVIC Leasing, KfW IPEX-Bank, DVB, Deka Bank, Hamburg Commercial Bank, Ostfriesische Volksbank, Berenberg, OLB Bank, Fairplay Towage Group, HADAG, Hapag-Lloyd, Interorient Shipmanagement, Orion Reederei, Vogemann Reederei, Brise, M.M. Warburg Bank, Leonhardt & Blumberg, Junge, Georg Duncker, Harren Group, Zeaborn Ship Management, Lürssen, Blohm+Voss, Pantaenius, SAL.

Target group

Ship financing institutions, ship owners, shipping insurance companies, ship financing banks, shipyards.

Competitive advantages

Excellent, long-standing reputation with banks; connection of ship values (commercial parameters) with e. g. energy efficiency (technical parameters), which could be a unique feature; development of modern value appraisal methods such as WeselmannValue – the so-called “WeselmannValue” is a guarantee for a conservative, independently determined ship value for ship financing institutions; expansion of existing and new market seg.

Ideal business partners

Please see as under target group information.



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Languages: English, German

Project



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Summary

JASCO – Your Experts for Underwater Acoustics and Ship Noise & Vibration Control.



made in
Germany

Company profile

JASCO offers expertise in two key areas of maritime acoustics: Ship Noise & Vibration Control and Underwater Acoustics.

With our expertise shipyards can build Naval Vessels with lowest underwater noise signature, Mega Yachts with highest acoustic comfort, Research Vessels with low Sonar Self Noise or Cruise Vessels which do not cause any noise annoyances in a port.

Shipowners who have a noise or vibration problem on board get swift help from our noise engineers who measure and investigate the problem and develop effective technical solutions.

Our underwater noise scientists model underwater noise propagation in the oceans, estimate the effect on marine life or provide acoustic listening devices of highest quality to detect, classify or identify any acoustic targets.

Products / Services

- Ship noise and vibration control
- Acoustic calculation, prediction and consultancy during newbuildings in order to comply with specifications on noise or vibration (e.g. Research Vessels, Mega Yachts, Passenger Vessels, Cargo Vessels, Navy)
- Underwater Radiated Noise control
- Acoustic signature control & management for naval vessels
- Measurement of noise and vibration on board, underwater radiated noise and ship noise emissions in ports
- Investigation, identification and solutions for noise or vibration problems on board
- Measurements of ambient underwater noise
- Calculation and modelling of underwater sound propagation
- Environmental underwater sound propagation studies
- Development and sale of JASCO underwater listening and recording devices

References and export activities

- More than 70 cargo vessels
- 15 Cruise Vessels
- 26 Mega-Yachts
- 9 Research Vessels
- 20 Ferries
- an undisclosed amount of Navy Vessels
- Many ship engine, gearbox, coupling and insulation manufacturers
- Port authorities, regulators, environmental agencies, etc. for airborne and underwater noise studies

Target group

Shipyards, shipowners, ship operators, manufacturers of shipboard equipment with a noise emission
Navy, Defence Prime Contractors, Regulators on Underwater Noise

Competitive advantages

We understand the scientific background of noise and vibration transmission on and below the vessel. This expertise combined with the experience of the many projects completed by our company enables us to find the cause and solution for any noise or vibration problem quickly and precisely.

Ideal business partners

Shipyards, shipowners, ship design companies, navy, defense contractors with a focus on underwater noise.



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Languages: English, German

Project

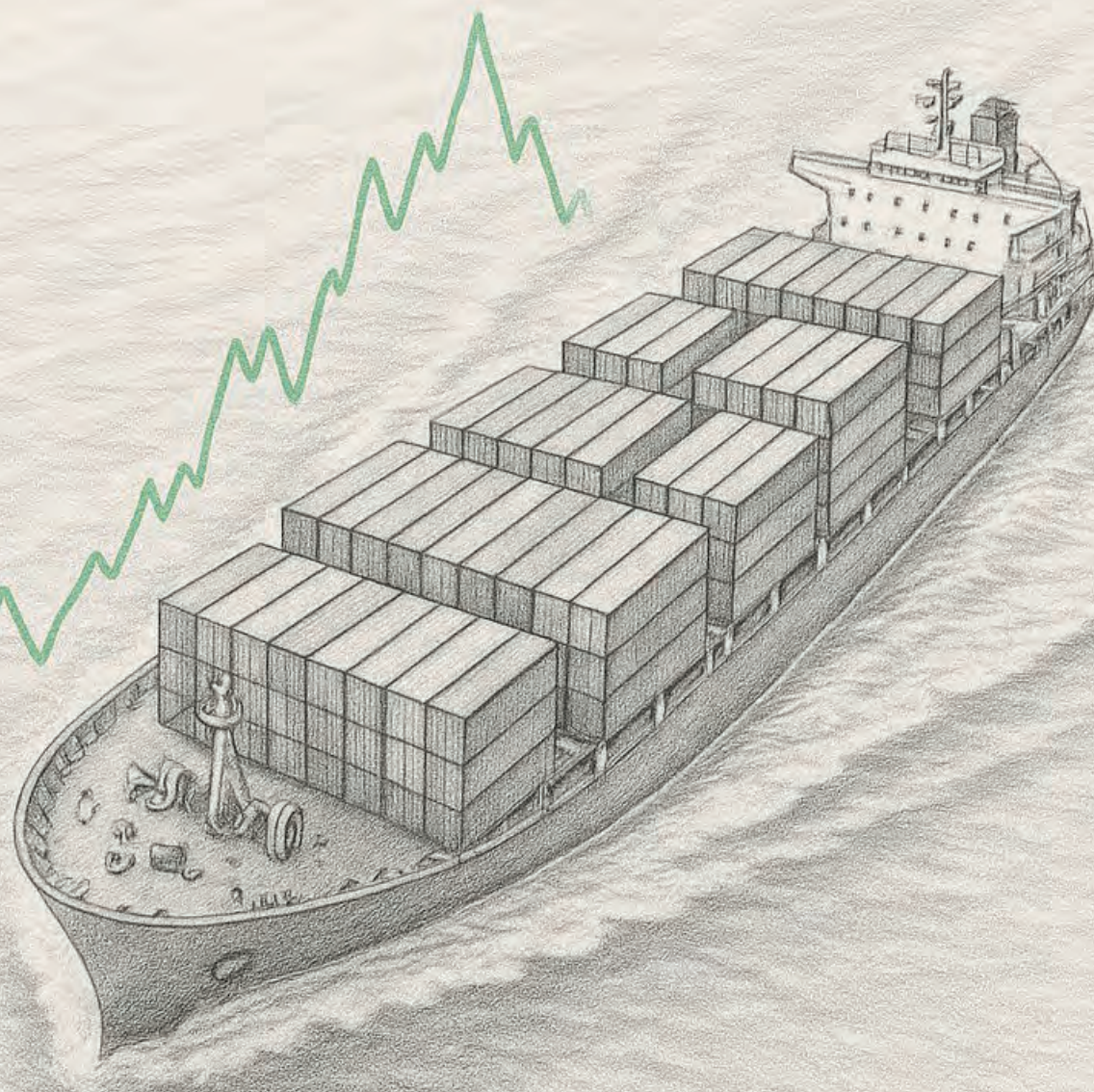


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Summary

JDS is an innovative German company specialising in real-time transportation data solutions, maritime analytics and maritime intelligence.



Company profile

JDS focuses on collecting, analysing, and processing transportation and mobility data, particularly for maritime, logistics,

and security applications. The company provides customised vessel tracking, data-driven risk detection, port intelligence,

and real-time multimodal data solutions to a range of private and industrial clients.

Products / Services

Core services include:

- Real-Time Transportation Data Solutions (AIS tracking, vessel movement monitoring, maritime domain awareness)
- Predictive Analytics & Risk Intelligence (ETA forecasting, dark vessel detection, spoofing & jamming alerts)
- Port & Terminal Optimisation (Congestion forecasting, berth allocation, supply chain visibility)
- Custom Data Integration & API Services (Easy integration for logistics, defence, and security partners)
- Sustainable & Intelligent Mobility Solutions (Optimising transportation efficiency with environmental impact monitoring)

References and export activities

- Certified UN supplier
- In process of being ISO 9001 and ISO 27001 certified

Target group

Offshore energy providers; marine and engineering consultancies; infrastructure operators and maritime surveillance projects; environment agencies and disaster preparedness teams; autonomous ship developers; coast guards, borderforce, navy, revenue & customs; security contractors, intelligence agencies, and maritime insurers; port authorities and port management systems and terminal operators; marine fuel suppliers.

Competitive advantages

- AIS industry veterans – deep technical and commercial expertise
- Custom-built solutions – tailored to specific client needs, not off-the-shelf products
- Trusted research and government partnerships – including EU-level collaboration
- Independent and self-directed – not influenced by foreign venture capital or investor pressure
- Proven stability – committed to long-term partnerships and continuity

Ideal business partners

JDS' technologies support companies and organisations active in supply chain optimisation, critical infrastructure protection, and maritime situational awareness.



JDS GmbH

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Project



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Since 1997 Martechnic's oil analysis products have been an effective tool to support smooth running, optimal and reliable performance as well as cost-effective maintenance of on-board machinery, engine and equipment.



www.martechnic.com



Summary

Portable test equipment for on-site quality and trend analysis of essential parameters of lube and hydraulic oil.

OIL QUALITY MANAGEMENT

ON-SITE CONDITION MONITORING OF FUEL, LUBE & HYDRAULIC OIL AND COOLING WATER



made in
Germany

Company profile

Since 1997 Martechnic GmbH is a second generation family business managed by the owner. Its focus is on development and worldwide distribution of portable and stationary measuring systems to get applied on site directly at the engine or the engine park. The purpose of the products is to make the engineer or user more independent from external laboratory analysis alone, and by providing continuous information on the engine performance to allow trend analysis, and to get early warning of possible engine failure looming ahead, and so to avoid damages and uncontrolled down times.

Products / Services

In detail the products enable the checking of essential oil parameters, like water content, alkalinity (BN), viscosity and insolubles as well as iron content, catfines, density, stability, compatibility, and some more.

The devices can also get used by untrained personnel and so are available for any engine operator.

As a proper sampling is the key to a useful analysis, Martechnic also offers sampling equipment as part of the product range.

References and export activities

Martechnic's main customer base is to be found in merchant shipping and its ship owners and managers - as well as in navies and the offshore sector. So sales and distribution are established on a worldwide scale.

Yet also many shore-based industries belong to the customer base as well, like power generation, rail roads, process industries and many more. Anywhere where machinery is turning Martechnic is - or could be - in the field.

Target group

Martechnic already supplies numerous merchant ships of ship owners. Other shipping companies - also from the offshore sector - would be interesting, but also any power generating or propulsion application featuring substantial oil fill volumes. Ideal would be to find a representative who is engaged in engine operation business.

Competitive advantages

Martechnic engages in a niche market. There is quite a number of re-sellers for some parts of the range of applications, but only a few who are doing research and development. At Martechnic it is possible to receive technical consultation and innovative products for an individually designed maintenance concept out of one hand.

Ideal business partners

Technical managers of all types of machinery, as well as connected service and maintenance providers.



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Languages: English, German

Project



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Summary

Germany-based since 1985, Nautilus Marine Service provides pressure housings, safety gear, and oceanographic tools trusted worldwide.



made in
Germany

Company profile

In 2025 Nautilus Marine Service celebrates 40 years of excellence in deep-sea technology. Under the brand VITROVEX®, Nautilus designs and produces high-performance glass housings, buoyancy modules for oceanographic and subsea applications. Our portfolio includes instrument enclosures, camera and lighting housings, fiber connectors, heat sinks, frames, mooring gear, and optical domes. Nautilus Marine Service also offers hyperbaric pressure testing up to 1,300 bar at our in-house facility.

Products / Services

Nautilus Marine Service offers high-performance glass housings (VITROVEX®) in spherical, cylindrical, and capsular designs, pressure-rated up to 1200 bar. Furthermore, as an experienced reseller, Nautilus is proud to represent three of the world's most innovative leaders in ocean technology: RBR, DMO, and SOFAR. With RBR, we provide state-of-the-art CTD and environmental sensors that deliver the highest accuracy and reliability for your scientific missions. From DMO, we offer advanced wave-powered profilers that enable long-term, sustainable data collection in even the most challenging marine environments. Complementing these solutions, SOFAR sets new benchmarks in smart, connected ocean buoys and global data platforms, giving you real-time insights into our changing seas. By combining the strengths of RBR, DMO, and SOFAR, Nautilus ensures that research institutions, environmental agencies, and industry partners have access to a comprehensive suite of trusted technologies.

References and export activities

Nautilus Marine Service maintains close partnerships with a global network of regional distributors and exports over 90% of its VITROVEX® glass product line to more than 40 countries worldwide. Among its customers are many of the world's leading marine research institutions.

Target group

Marine Research Institutions, Oil and Gas industry, Subsea Technology Companies, Authorities, Navy.

Competitive advantages

VITROVEX® offers high-performance borosilicate glass housings for deep-sea use up to 1,200 bar. Glass is more cost-effective, transparent, corrosion-resistant, and pressure-tolerant than metal or plastic. Available in spherical, cylindrical, and capsular forms, housings can be combined with titanium or polymer parts. In-house testing and custom integration ensure maximum reliability.

Ideal business partners

We are continuously looking to expand our global presence through direct collaboration with organizations that share our commitment to quality and innovation. Our goal is to build long-term partnerships with end users and institutions that value reliable deep-sea solutions and close technical cooperation.

Nautilus
MARINE SERVICE GmbH



Nautilus Marine Service GmbH

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Languages: English, German

Project

Geschäftsanbahnung Estland Lettland 2025
10.-14. November
Maritime und Schiffbau Wirtschaft

Supported by:



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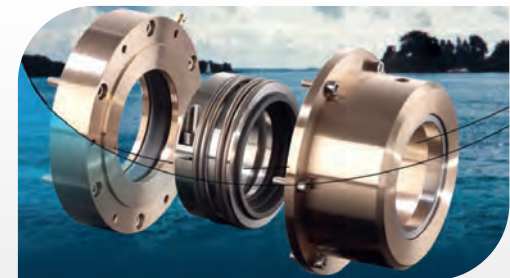
FIREPROOF BULKHEAD SEAL

Summary

Manufacturing and maintenance of sterntube seals, bulkhead seals, fireproof bulkhead seals and distribution of rubber bearings.



made in
Germany



Company profile

ProfiSeal GmbH was established in 1995 and designs and manufactures highly reliable propeller-shaft and bulkhead seals for the yacht and shipbuilding industry. ProfiSeal has a worldwide network of selected and authorized distribution partners, which ensure reliable delivery and service, and exports their seals in more than 50 countries worldwide.

Products / Services

The main activities are in the segments of workboats (including passenger and cargo ships), government vessels (including patrol boats and “special crafts”), and yachts. They developed and patented The World’s first fireproof Bulkhead Seal A60, famous for an easy installation due to split housings and split seal rings. ProfiSeal also offers a stock of spare parts, OEM production of spare parts and express spare part production of broken or defect parts based on drawings or measurements. Their seals have received type approvals from major international classification societies like DNV, LR, BV, and include a Product Design Assessment (PDA) from ABS. ProfiSeal has an extensive stock of parts for more than 90% of their product range.

References and export activities

ProfiSeal works on almost continents.

Target group

Shipyards, distributors, propulsion system integrator companies, propulsion system maintenance companies.

Competitive advantages

- only fireproof Bulkhead seal worldwide
- fast delivery time
- excellent quality
- manufacturing of customized products

Ideal business partners

Distributors, system manufacturers, agents who can assist the company to seize and develop the market.



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Project

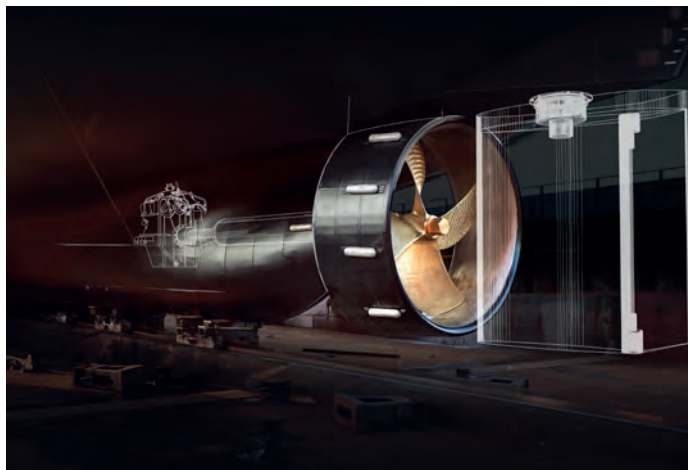


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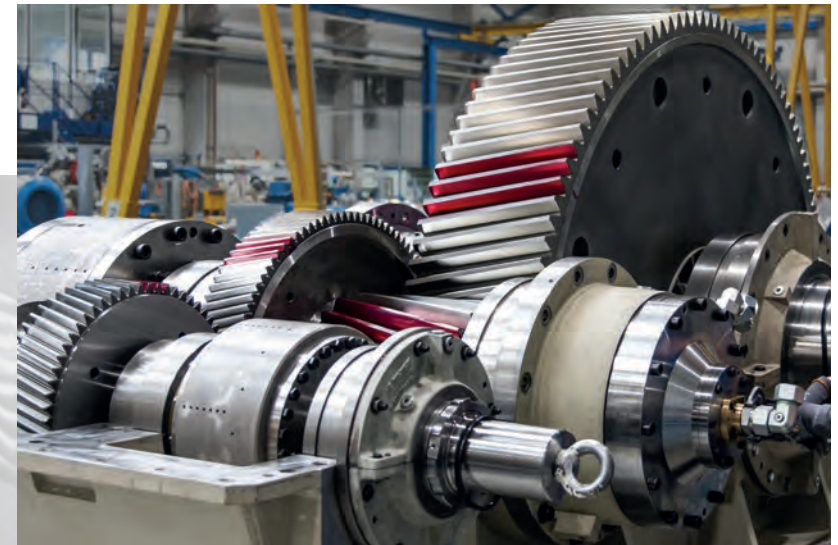


Project of:





promarin



Summary

Designing and manufacturing custom-tailored, high-performance propellers and drive-train solutions.



made in
Germany

Company profile

For over 30 years, Promarin GmbH has been a trusted partner to shipowners, shipyards, and captains worldwide. Since 1992, we have specialized in the design and manufacture of high-performance propellers and custom propulsion systems.

We provide complete solutions – from precision-engineered propellers to fully integrated drive systems and reliable service. Our commitment is clear: performance, reliability, and sustainability.

With over 20,000 propellers delivered, we combine extensive industry expertise with cutting-edge technology and a relentless drive for innovation.

At the core of our work stands the Promarin Standard: Excellence in every detail, to meet even the most demanding requirements with confidence.

Tailored propulsion solutions. Engineered to perform. Built to endure.

Products / Services

Custom-engineered propulsion solutions with expertise in high-performance propellers, shaft systems, and gears. We provide professional propeller repair, vibration and noise mitigation, and cutting-edge analytics with predictive maintenance capabilities.

References and export activities

With more than 20,000 propellers installed across six continents, seamlessly integrated with innovative drive trains, we are a trusted global leader in propulsion solutions. Each year, we manufacture over 1,500 new propellers and carry out approximately 2,000 professional propeller repairs.

Target group

Serving shipyards, ship designers, shipping companies, vessel owners, fishermen, tug boats, work boats, yachts and more worldwide.

Competitive advantages

Cutting-edge technology; custom-tailored solutions; excellence in performance and efficiency.

Ideal business partners

Shipyards, ship designers, shipping companies, vessel owners, fishermen, tug boats, yachts, and navy and others.

promarin

Promarin – Propeller und Marinetechnik GmbH

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Languages: English, German

Project

Geschäftsanbahnung **Maritime**
Estland **und Schiffbau**
Lettland **Wirtschaft**
10.-14. November 2025

Supported by:



Project of:



Summary

Logistics solutions – customized and dynamic. We support your supply chain with global experience and flexibility to meet any challenge.




made in
Germany

Company profile

The Rhenus Group is one of the leading logistics specialists with business operations around the globe and it generates annual turnover amounting to EUR 7.5 billion. 40,000 employees work at 1,320 business sites in more than 70 countries and develop innovative solutions along the complete supply chain. Whether providing transport, warehousing, customs clearance or value-added services: the family business pools its operations in various business units where the needs of customers are the major focus at all times.

Products / Services

The Rhenus Group's port terminals ensure the smooth running of supply chains on the coast and along European waterways. Our ports serve not only as hubs for multimodal transshipment and transport of goods, but also as locations for temporary storage. Waterways connect a large number of markets with each other. Inland waterway vessels are therefore a cost-effective and climate-friendly mode of transport. With over 1,000 vessels and capacities of up to 10,000 tonnes per unit, Rhenus transports a wide variety of goods.



References and export activities

Rhenus Port Consulting offers consulting and support services, particularly in the field of port logistics and port management, for customers from various industries.

Target group

The target group consists of companies that operate ports or terminals themselves, are involved in such operations, or are directly confronted with port logistics tasks as major customers of a port.

Competitive advantages

The Rhenus Group operates a wide range of different port terminals specialising in everything from cars and containers to bulk goods and general cargo to very large components for the offshore wind industry – our customers benefit from this wealth of experience.

Ideal business partners

- Small and medium sized multi purpose terminal operators open for international partners or seeking consulting expertise
- Industrial clients looking for optimization of logistic processes involving port operations



Rhenus Port Consulting GmbH

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Project

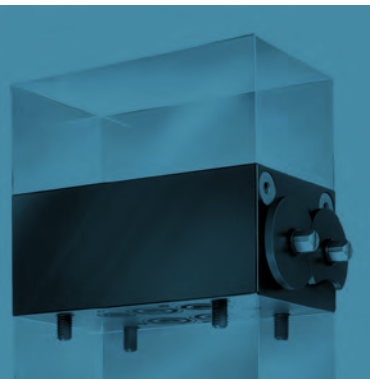
Geschäftsanhörung Estland Lettland 2025
10.-14. November
Maritime und Schiffbau Wirtschaft

Supported by:

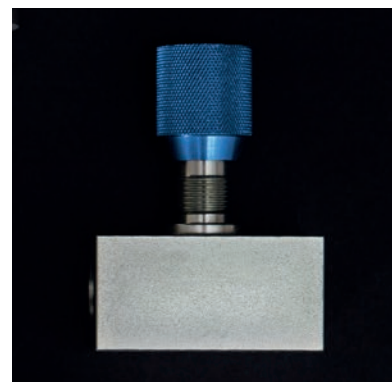


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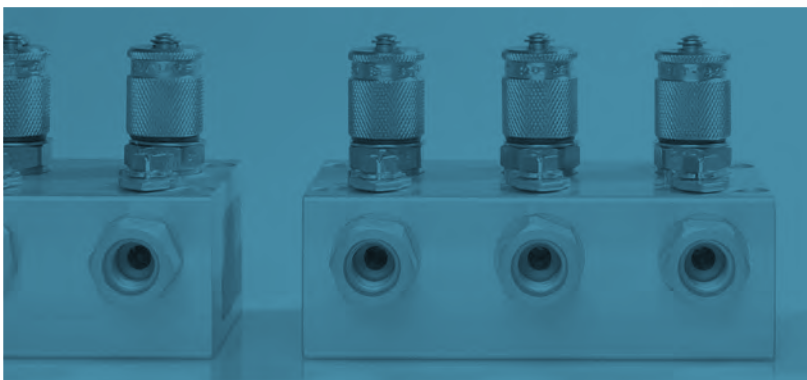


Shut-off and control technology



Summary

Expert for shut-off and control technology.



made in
Germany

Company profile

The medium-sized family business Rötelsmann GmbH which exists for more than 100 years in Werdohl is known as the market leader in the field of control, shut-off and instrumentation technology. Through its intense comprehension for technique and through its pleasure in learning it keeps pace with developments and market changes. This openness for development characterises the entire staff of Rötelsmann GmbH. The request of the customers is on its focus in order to find customer-specific solutions with precision and proper service.

Products / Services

High performant and reliable technique is the result of decades of experience. Whether 2-way- or multi-way ball valves, ball valve function systems, ball valves for instrumentation, hydraulic actuators, attachments or accessories – the intensive handling of materials and the understanding for the sometimes complex working conditions are the best guarantees that the products work reliably and have a long lifetime. Especially the development of customer specific special solutions characterizes its work.

References and export activities

Through existing partnerships all over the world Rötelsmann delivers its products to most EU countries, the United States of America, Canada, parts of Asia, Australia and Africa.

Target group

Rötelsmann ball valves and solutions can be found in different markets like stationary or mobile hydraulics, gas applications, ship building and offshore, defence, wind energy, hydrogen technology (e.g. fuel cells) and many more.

Competitive advantages

The Rötelsmann success story is based on quality products made in Germany mixed with innovative product development and a close customer cooperation.

Ideal business partners

Rötelsmann is looking for longterm relationships. A distributor should have an elementary understanding of the company's techniques and a reasonable overview of the local market.



Shut-off and control technology

Rötelsmann GmbH

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www.roetelmann.de

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Project

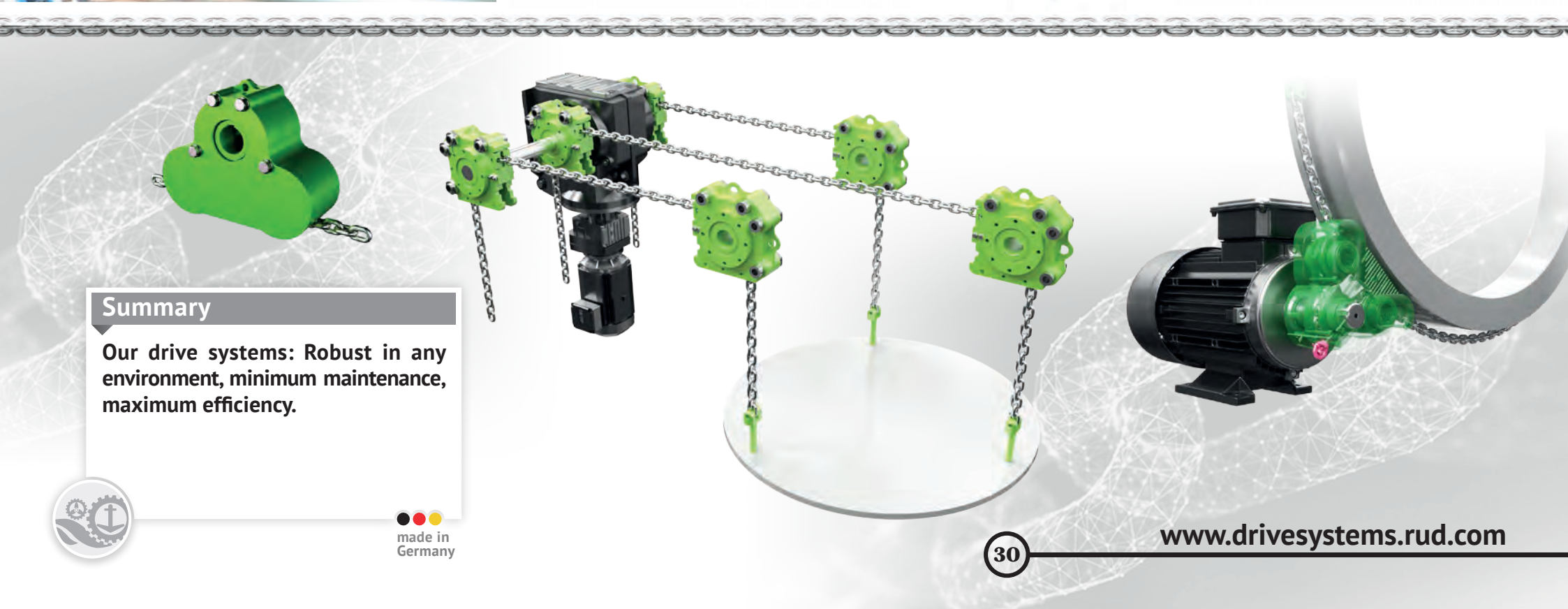
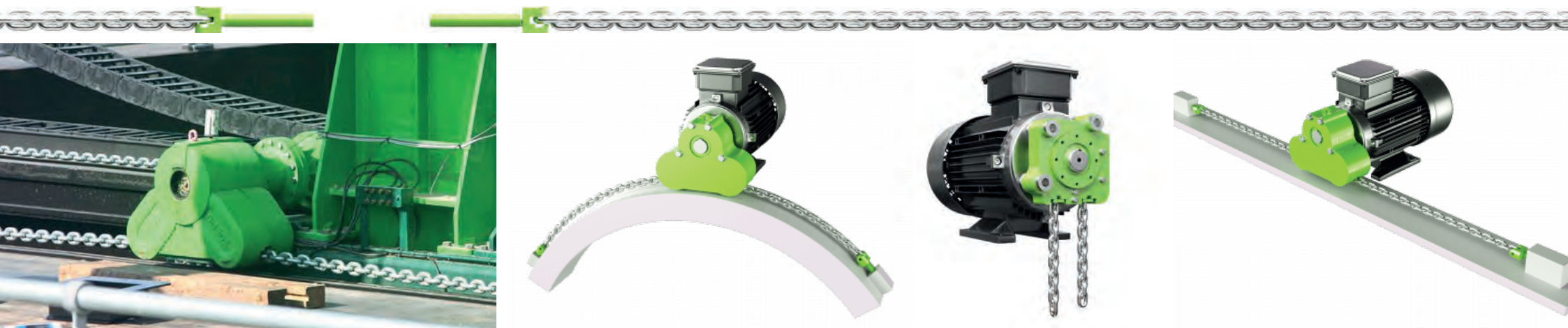


Supported by:



Project of:





Summary

Our drive systems: Robust in any environment, minimum maintenance, maximum efficiency.



made in
Germany

Company profile

The company RUD (Ketten Rieger & Dietz GmbH u. Co. KG) was founded by Carl Rieger and Friedrich Dietz in Aalen, Southern Germany, in 1875.

Today, it has a workforce of more than 1,700 employees in 120 countries and achieves annual revenues of over 200 million Euros. The family-run company continues to manufacture integrated chain and component solutions, non-skid chains, hoist chains, conveyor systems, drive technology and tool handling equipment at its sites in countries including Germany, Australia, Brazil, China, India, Romania, and the USA.

Products / Services

Generating movement by transferring power. RUD TECDOS drive systems / drive technology / chain drives are, technically speaking, integrated systems that generate movement by transferring power.

We have created a range of standard components that can be integrated as modules to create complete RUD TECDOS systems. Based on RUD round steel chains, the complete RUD TECDOS OMEGA and RUD TECDOS PI-GAMMA systems really live up to their names by offering comprehensive solutions tailored to specific customer requirements. These all-in-one packages include electrical, hydraulic or pneumatic drives and suitably calibrated chains along with all the other components needed to ensure rapid problem-free installation on site.

References and export activities

References Applications:

- Ship Loader
- Spud Pole Skidding
- Skidsystem on Ships
- Gangways
- Moveable roof solutions
- Blade Turning Device
- Tripper cars
- Bunker feeder
- Leveling machine for the seabed

Export activities:

Own subsidiaries and sales companies in over 50 countries.

Target group

Shipyards, Engineering offices, Manufactures.

Competitive advantages

RUD TECDOS components and modules succeed where other systems fail, covering a multitude of applications in many different industries and sectors, in fact, anywhere that things need to be swivelled, lifted, moved, telescoped or rotated safely and reliably.

Ideal business partners

Shipyards, Engineering offices, Manufactures.



RUD Ketten Rieger & Dietz GmbH u. Co. KG

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Project

Geschäftsanbahnung Estland Lettland 2025
10.-14. November
Maritime und Schiffbau Wirtschaft

Supported by:



Project of:





Summary

SCHOTTEL founded in 1921, we develop and manufacture propulsion and manoeuvring systems for vessels (power ratings of up to 30 megawatts).



made in
Germany

Company profile

SCHOTTEL Industries GmbH is an industrial holding company with activities in the areas of marine propulsion systems, gearbox technology, automation technology and renewable energies. SCHOTTEL Industries is owned by the descendants of the founder of SCHOTTEL GmbH as well as by the Norwegian company Frydenbø Group AS. The Group currently comprises six companies and a total of around 1,500* employees. Around 100 sales and service locations worldwide ensure customer proximity (*as of 2022).

OUR MISSION

All of our operating entities are long-term investments, and we support them in their sustainable development. In so doing. In areas where common activities are more efficient and where it makes sense to develop common standards, we strive to bundle the necessary measures. These areas include IT infrastructure, quality management and compliance. Please find more information on documents such as the group quality handbook and the code of conduct here.

Products / Services

Propulsion systems up to 30MW, new and retrofit business. As well worldwide service for all SCHOTTEL products.

References and export activities

With it's own network and subsidiaries, SCHOTTEL offer worldwide sales & service activities.

Target group

Shipowners and companies, shipyards in Tug, Ferry, Merchant, as well as Navy and maritime Military segments

Competitive advantages

With the invention of the modern rudder propeller in 1950, Josef Becker laid the foundation for SCHOTTEL's development into one of the world's leading manufacturers of propulsion systems for vessels of all types and sizes. Decades of expertise in the field of propulsion combined with state-of-the-art technologies enable us to offer a wide range of innovative and future-oriented products and services.

Ideal business partners

Shipowners and companies, shipyards in Tug, Ferry, Merchant, as well as Navy and maritime Military customers.



SCHOTTEL GmbH

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Project



Supported by:



Project of:





TAMSENMARITIM



Summary

Innovative Rostock shipyard – specialists in shipbuilding, repairs, and large composite structures.



made in
Germany

Company profile

TAMSEN MARITIM, based in Rostock, Germany, has been one of Germany's leading refit shipyards since 1994, with over 1,400 dockings completed. The company operates in three core areas: ship repair, shipbuilding, and the production of large composite structures. Its success is built on strategic investments in modern facilities, a highly skilled workforce, and a long-term focus. The portfolio includes repairs and modernizations of all vessel types, advanced composite technology applications, and newbuilds ranging from 12 to 60 meters and specialized vessels. Increasing demand for patrol and government vessels drives the use of lightweight materials tailored to specific client needs. With 30 years of experience servicing diverse ships and boats, TAMSEN MARITIM consistently delivers high-quality results on time and within budget.

Products / Services

TAMSEN MARITIM specializes in the repair of naval vessels and authority vessels, providing expert maintenance and overhaul services. The company also repairs commercial ships for private shipowners, offering tailored solutions for diverse fleets. Its portfolio includes modernizations, conversions, and comprehensive service packages to extend vessel lifecycles and improve performance. In addition to repairs, TAMSEN MARITIM undertakes newbuild projects for navy, government, and special vessels. A key area of expertise lies in composite systems, producing large, precise GFRP components using Europe's largest 5-axis CNC milling center. Services are delivered primarily at the Rostock-Gehlsdorf facility, with additional support at other naval locations. This wide range of products and services positions TAMSEN MARITIM as a trusted partner in maritime shipbuilding and maintenance.

References and export activities

TAMSEN MARITIM works with naval forces, authorities such as customs, coast guard, and police, as well as private shipowners. References include the German Navy and DGzRS. The shipyard carries out repairs, modernizations, and conversions for a wide range of vessels. High-precision GFRP/CFRP components are delivered for maritime and industrial use in Germany and abroad.

Target group

TAMSEN MARITIM serves naval forces, government authorities (customs, coast guard, police), and private shipowners. The target group includes operators of special-purpose vessels, patrol boats, rescue craft, and commercial ships seeking high-quality repair, refit, and construction services, as well as clients in need of advanced composite components.

Competitive advantages

TAMSEN MARITIM combines 30 years of shipyard experience with high in-house production depth, a dedicated design department, and state-of-the-art facilities. The ability to handle complex naval and government projects, flexible manufacturing, and Europe's largest 5-axis milling center for composites ensure reliable, high-quality results – on time and on budget.

Ideal business partners

Ideal business partners for TAMSEN MARITIM include naval and governmental institutions, shipowners, operators of special-purpose and commercial vessels, and companies requiring advanced composite structures. Long-term collaborations are valued, especially with clients seeking reliability, technical expertise, and custom maritime solutions.



TAMSEN MARITIM GmbH

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Project



Supported by:



Project of:



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