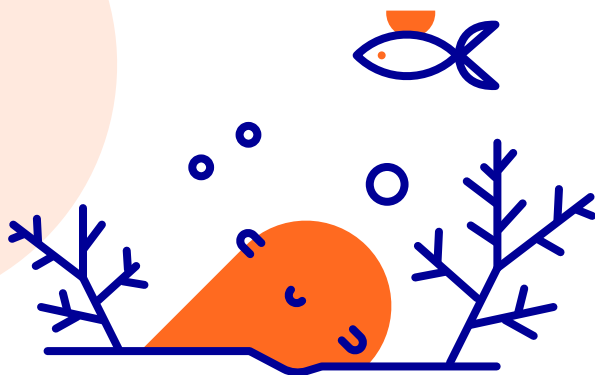


# Estonian Marine Initiative

**Estonian Marine is an initiative, launched by Argo Sildvee in cooperation with Velvet, the strategic design agency, based in Estonia, uniting 8 significant and exclusive players from different parts of the value chain related to ship construction and marine sector.**



Bringing together the unique know-how of skilled professionals, community-based network, competitiveness and high-end quality, those companies are able to provide an absolute success-story for their clients here in Estonia and further away from the home port. Standard or tailor-made solutions. You name it.

The companies are all of an Estonian origin. Today, more than ever, this denotes to the values of trust, quality and flexibility, while meeting the highest standards of the most

demanding customer. Estonian Marine unifies companies who are strived by the desire to contribute to and stand out in the ship construction as an industry, at both-national and international levels.

With their long-term experience, outstanding references, high-level customer service and technology-driven performance, these companies deliver the desired outcome. Now, they have come together to deliver a powerful message of who they are and what is their value proposition.

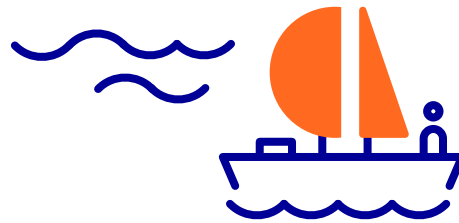


Estonian Marine Initiative

♥ VELVET

**Business activities:**

- Interior architecture
- Engineering / detailed drawings
- Wayfinding
- International purchase management
- Digitalization



# Velvet



Velvet is a team of around 40 designers, producers, developers and researchers dedicated to building the best, most useful design agency in the world. We strongly believe that at the end of the day there is just a designerly way of taking a step back, looking at the whole picture,

talking to the people involved and coming up with a way to make sense of the situation. The same approach applies to the launch of Estonian Marine. Together, the message is more powerful, and success is always built on strategic approach and partnership.



**References:**  
[www.velvet.ee/work](http://www.velvet.ee/work)

Estonian Marine Initiative

MarmiFuterno

**Business activities:**

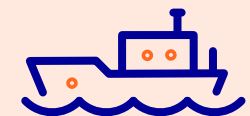
Various products made of stone:

- Bars & reception desks
- Tables & furniture elements
- Kitchen, bathroom & other worktops
- Sinks with various designs
- Fireplace surroundings and decorative walls
- Wall & floor coverings

# Marmi Futerno

Specializing in custom-made production from marble, granite and quartz, an Estonian company Marmi Futerno serves architects, interior designers, and furniture producers. Within the last 18 months, they have had an outstanding experience within the ship construction industry. Their goal is to thrive towards innovation in technology, services and design. At the same time, they are recycling 95% of waste and resources used during production.

The company has a full range of machinery for stone processing and has established a modern stone processing factory with hi-tech CNC machinery. Marmi Futerno guarantees the highest quality of marble and granite materials and first-class fabricating quality of custom products. Marmi Futerno stone stock consists of highest quality materials. Customers can choose from wide range of marble, granite and engineered stone. The company buys the best blocks of Bianco Carrara marble and it is always available.



**References:**  
[futerno.com/references](https://futerno.com/references)





Estonian Marine Initiative

*DeRossi*

**Business activities:**

- Project design
- Engineering
- Production and installation of marine interior solutions
- New building and Refit

# DeRossi

DeRossi is dedicated to serving ship owners and shipyards with project design, engineering, production, and installation of marine interior solutions.

- ✕ An international team according to your needs up to 250 specialists.
- ✕ More than 20 years of experience in ship interior engineering and construction.
- ✕ Experienced specialists for building new ships and carry out refurbishment.
- ✕ Own furniture production equipped with the latest technology.

DeRossi is a suitable partner for projects with high quality requirements and critical deadlines.

Thanks to their digital project management solutions, customer can keep track of the project without leaving their office. This allows the company to work with great efficiency, while ensuring completion of projects on time.

Over the years, DeRossi has been a reliable partner for the following ship operators: DFDS Seaways, Fjordline, Hurtigruten,

Fosen Yard, Kleven and Brodosplit. Recent projects were 2 new hybrid expedition cruise ships for Hurtigruten, of which carried out approximately 8,000 square meters of interior construction in total.

**References:**  
**[www.derossimarine.com](http://www.derossimarine.com)**



Estonian Marine Initiative



**Business activities:**

- Mass production: laminating aluminum honeycomb, mineral- and wooden based materials
- Light weight furniture solutions
- Special component production
- Retail of laminates (HPL)
- Flexible and goal oriented

# PlaatDetail

Tallinn-based Plaat Detail, a manufacturer and distributor of laminate products supplied across variety of sectors, has grown into a market leader throughout Estonia and across the Baltic region. While constantly upgrading, diversifying and expanding their product range, they are currently focusing more on marine sector.

Established in 1996 as an importer to the Baltic States of products such as loose laminates and ready-made post-formed worktops, the company soon started its

own post-forming production. Today, in addition to laminate sales, Plaat Detail also produces laminated products. Their main clients are furniture producers, interior design and construction companies and construction material stores.

Today, Plaat Detail is an official FORMICA, HOMAPAL and PFLEIDERER HPL distributor in the Baltics. They are also VIVIX, CORIAN, UNILIN, GARNICA, ALUCOIL, FIPRO & DÖLLKEN distributor in the Baltics.

**References:**  
[plaatdetail.ee/en/aboutus](http://plaatdetail.ee/en/aboutus)





Estonian Marine Initiative

eumardesign

**Business activities:**

- Adding stars to cruise ship bathrooms
- Antimicrobial and lightweight composite stone
- Washbasins and Bathroom furniture
- LED mirrors and shower enclosures
- Bathroom accessories and more

# Eumar

Eumar helps to deliver the unforgettable experience to cruise travellers. Eumar produces functionally sophisticated bathrooms and is one of the world's leading composite stone manufacturers. They constantly strive for innovation, evolving to meet the demands of the future. Many of their products have received international recognitions, some also design awards and become classics.

Eumar manufactures and supplies core and gelceramic luxury composite stone bathrooms to some of the most prestigious cruise ships, hotels and residential projects in the world.

Their invented exclusive formula for a GelCermaic Lightweight® composite stone material allows to reduce product weight by up to 50%. Within 10-15 years of cruise ship operation it significantly impacts cost savings and a reduced environmental impact, and therefore ensures obtaining the highest ROI for cruise ship owners.

Their designed and patented formula, 100% Antimicrobial® is the world's pioneering antimicrobial technology in the area of composite stone products. The innovative antimicrobial components of 100% Antimicrobial® are a world-first, and fast becoming the preferred means

of eliminating pathogenic microbes. This revolutionary surface kills 95% of bacteria within two hours of exposure and 99.9% over 24 hours. The composite has been clinically tested and has passed Test Method ISO22196: 2011.

Eumar brings value to the shipowner with its compact and stylish solutions. The Pebble collection covers an area of 1.6 m<sup>2</sup> and includes everything one needs: a sink, shower tray, shelves, a mirror and a toilet bowl.

**References:**  
[eumar.design/reference](http://eumar.design/reference)



Estonian Marine Initiative



**Business activities:**

- Bespoke upholstered furniture
- ISO 9001/14001 compliant manufacturing
- Specialized in Marine and Hospitality sector
- Furniture reupholstery



# Divasoft



With over 25 years of experience, Divasoft is engaged in production of upholstered furniture. They manufacture products from high quality materials – frames are made of plywood and solid wood, while the frames are covered with long lasting materials. The company's mission is to provide customers

with great sofas for a great price. Thanks to their flexible production, Divasoft can undertake projects of any size. Complying with International ISO 9001 quality management and 14001 Environment Management System is an important part of their strategy to maintain quality and focus.

**References:**  
[divasoft.ee/en/meie-tood](https://divasoft.ee/en/meie-tood)



Estonian Marine Initiative



**Business activities:**

- Electrical Commissioning
- Condition surveys
- Qualified workforce rental
- Electrical equipment installation
- Electrical installations for automation systems & Navigational equipment

# Insta Globe Engineering

Insta Globe Engineering provides electrical and automation installations, as well as commissioning services for Marine & Offshore industries. They have great experience working on cruise vessels and industrial projects like oil rigs, tankers and

investigation vessels. Teams of Insta Globe Engineering consists of more than 70 experienced and disciplined professionals, offering their customers high quality services. Moreover these teams are very mobile, fast staffed and work globally.



## References:

[instaglobeengineering.com/#projects](https://instaglobeengineering.com/#projects)





Estonian Marine Initiative



Marine  
Offshore  
Industry

**Business activities:**

- Design & engineering
- Interior refits
- Technical refits
- Innovative SPS technology
- Worldwide service



# SRC

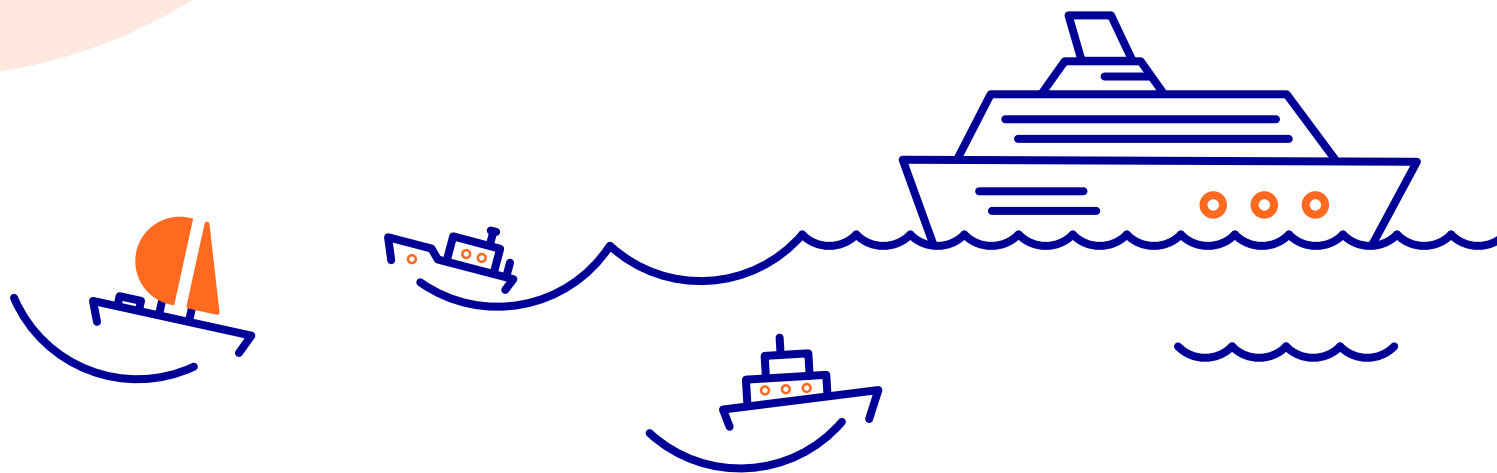
SRC is a new generation multinational geographically independent ship and floating structure repair & retrofit company for Maritime and Offshore sector with unique capability to offer complex multi-disciplinary services in any port or on voyage. SRC provides design and engineering, technical and interior refit services. SRC is known as flexible, fast mobilization and

smart solutions in the market. They have companies in the Netherlands, Norway, Estonia, Italy and sales offices in the US and in South Korea. The group has successfully completed during 20 years more than 4,000 projects across the world, from small repairs to turnkey retrofits. SRC is capable of managing around 1,000 people per project. They love challenges! Challenge them!



**References:**  
[www.src.ee/references](http://www.src.ee/references)

# Contact



## Argo Sildvee

Head of New Sales / DealMaker

✉ +372 521 2664

📱 [argo@velvet.ee](mailto:argo@velvet.ee)

[www.velvet.ee](http://www.velvet.ee)

## Merike Reino

Global Sourcing Manager

✉ +372 510 2728

📱 [merike@velvet.ee](mailto:merike@velvet.ee)

[www.velvet.ee](http://www.velvet.ee)