It is a small piece with a big message that I really believe in – the most successful people don’t sit around waiting for good things magically to come, they make it their business to make the best deal for themselves, in all aspects of life.

— Sergei Ignatenko, ESTMA founder

ESTMA, founded on May 18, 1990 is the first privately owned maritime agency in the former Soviet Union. Throughout years we managed to develop successful and mutually beneficial business relations and devoted service to you.

Our experience is multiplied, filtered through our history, formed traditions, day-to-day practice, organisational order and channelled by our team into continuous potential.

Besides Services in Estonia ESTMA has companies and representations with operations in:

**RUSSIAN FEDERATION**

LATVIA

LITHUANIA

UKRAINE

KAZAKHSTAN and

UK

ESTMA team consists of experienced people with unique professional qualification in air freight, forwarding and maritime services.

Along with management who endow the company greatly for many years, there are new, talented and energetic personnel applying their knowledge and skills to render unrivalled personalised service.

ESTMA provides contracts for air, rail, road, sea and multimodal transportation generating the most effective solution for cargo to reach its destination safely.

The goal is to provide our customers with a full complex of up-to-date, quality, technological services at the highest expected standards always and everywhere.
Freight Forwarding

Rail, road and sea forwarding in ESTMA incorporates arrangements for bulk and general cargoes of all categories going for import, export or transit all over the world.

We offer fixed products and special individually tailored solutions to suit needs of our customers depending on time limitations, size and nature of the specific cargo, as well as route and transport choice.

**ESTMA ORGANISES FULL PACKAGE SOLUTIONS AND LCL FOR:**

- Door-to-door delivery
- Documentation handling
- Loading/unloading
- Warehousing
- Packing/repacking
- Quality and quantity control
- Insurance
- Customs clearance
- Consolidation
- Project cargoes
- Rail wagon tracking
- and other shipping services

Since inception one of our areas of expertise has always been containerized cargo shipments by all suitable modes of transportation all around the world.

Reliability, time-scale and efficiency are the main service criteria at ESTMA.
Air Freight

ESTMA co-operates with most of the leading and smaller air-carriers.

ESTMA with its dedicated division Estma Air is one of the largest air forwarders in the Baltic region. We specialise in airfreight, urgent shipments, aerospace logistics, air cargo charters and deliveries in small vans all over Europe.

**ESTMA OFFERS BOTH FIXED PRODUCTS AND SPECIAL SOLUTIONS, CONSIDERING THE PARTICULAR REQUIREMENTS OF OUR CUSTOMER:**

- AOG service
- Airport-to-airport services
- Door-to-door services
- Combined services
- Distribution
- On Board Courier services
- Bullet van (dedicated cargo van) service
- Air cargo charters
- Special cargo services
- Hazardous cargo
- etc.

ESTMA together with its worldwide network of partners has divided its airfreight activities into several different products in order to differentiate the cargo approach:

- Aerospace logistics (aircraft spare parts/aviation materials deliveries)
- Ship spares’ logistics (ship spares urgent deliveries)
- General cargo traffic

**ESTMA IS AN IATA CARGO AGENT AND ISO 9001 CERTIFIED COMPANY.**

*Our team works round the clock to serve our customers 24 hours a day, 7 days a week, 365 days a year.*
ESTMA provides a comprehensive Ship Agency services in all major Baltic ports and we organize Ship Agency in several Black Sea ports as well.

We possess extensive work experience with all types of vessels: bulkers, tankers, cruise ships, navy vessels and liner services in all ports we serve.

**SERVICES:**
- Berth reservation
- Clearance
- Issuance of cargo documents
- Ordering of pilot
- Towage notification
- Clearance of vessels upon approach, and departure or in roads
- Arrangement of immigration and customs control
- Bunkering
- Survey
- Crew, passenger transfers both in port and in roads and their accommodations
- Medical assistance
- Ordering and coordination of supply deliveries to the ship

**Arrangement and supervision of loading and unloading operations**
- Pre-arrangement of on-board services
- Port labor/ stevedoring arrangements for ship stores
- Garbage, slopes, sewage disposal arrangements
- Shuttle bus provision etc.

**PORTS:**
- Estonia: Tallinn, Muuga, Paldiski, Kunda, Parnu
- Latvia: Ventspils, Riga, Liepaja
- Lithuania: Klaipeda, Butinge
- Russia: St. Petersburg, Primorsk, Kaliningrad
- Ukraine: Odessa, Yalta, Sevastopol

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**Valuing highly our immaculate business reputation, we carry out all obligations to our customers and partners in order to continue providing outstanding services.**
Ship Brokerage

Trustful connections with owners and charters enable us to provide our customers with quality service within the scope of its activities as Tanker and Dry Cargo Chartering. ESTMA assists in chartering different sizes of bulk, liquid and general cargoes. We also quote for project cargoes and combined sea and inland transportation.

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**Our independence from shipping and financial institutions guarantees to our customers maximum privacy and confidentiality regarding their operations.**
Shore Excursions

Since the year 2000 ESTMA performs shore excursions for highest expectations in a well-balanced tandem with cruise ship agency services. By coordinating the information in every step of the service we provide all needs of passengers at the maximum level of comfort and safety.

**ESTMA’S SHORE AGENTS MANAGE AN EFFECTIVE VARIETY OF ON-SHORE EXCURSIONS AND COMPLEMENTARY ACTIVITIES FOR CRUISE PASSENGERS:**

- Historical tours
- Sporting arrangements
- Leisure activities
- Nature tourism
- Shopping tours
- Private tours
- Excursions in different languages
Warehousing

ESTMA Terminal provides a high-grade of professional, warehousing and terminal services. It also has a custom license for providing bonded warehouse services. The entire warehouse complex is insured and is under constant professional manned, electronic and video surveillance. All safety measures are strictly enforced.

STORAGE CAPACITY AND SERVICE FACILITIES:
- Covered storage: 12,000 sqm for 3,900 pc of EUR/FIN
- Open-air storage: 3,000 sqm for 100 pc of car, 64 pc of containers (20’), 23 pc of trailers
- Depot: 8,000 sqm open air storage area for containers and trailers

Terminal has at its possession a direct railway branch with an immediate access to the main railroad system. At ESTMA Terminal we handle all necessary documentation including all customs formalities.

We possess some of the world-class advantages: openness, language proficiency, willingness to develop and established confidence.

OUR STRENGTHS ATTRIBUTE TO CONTINUING SUPPORT OF HIGH-STANDARD SERVICES TO OUR CUSTOMERS:
- Reputation for operational excellence
- Strict compliance with health and safety requirements
- Well-trained and experienced teams that operate our network
- Assisting clients in their negotiation with any type of authorities and subcontractors
- Centralised accounting system
- Insured operations
Quality & Environmental safety

It is important for us to supply professional service for all the activities that support our customer during the supplier-customer exchange. This includes all pre-sale, sale and post-sale activities.

All business units of ESTMA are qualified for ISO 9001:2008 Certificate for global logistics. This certificate forms the basis for flexible and correctly organised internal procedures and service to our customers.

ESTMA is an associated member of IATA (The International Air transport Association), BIMCO (The Baltic and International Maritime Council) and Estonian Chamber of Commerce and Industry, NALSA (Latvian National Association of Shipbrokers and Shipping Agents) which all have recognised the outstanding performance of the company in the freight forwarding market over the years.

INSURANCE.
In addition we safeguard our operations by insuring our and the risks of third pretties involved with Freight forwarders insurance, Public Liability Insurance Certificate and alike.

Getting the service right every time is the single most important activity.
At ESTMA you will meet dedicated people with the right attitude.

We are sure we can find a solution suitable for your business!