



**YOUR #1
CHOICE**

PROFESSIONAL EQUIPMENT • TOOLS • SERVICE

HISTORY



“Our company focuses on products generating the highest added value only. These are professional tools and mechanisms for quality, efficient and ergonomic work. Only the highest quality tools help preventing downtime, so it is great pleasure when a client who doubts whether it is worth investing in an expensive mechanism is grateful and admits that the investment returned with a huge payoff.”

Gediminas Liaudaskas, Chairman of the Board, “Elremta Mastermann”

2019

In 2017, “Elremta” and “Mastermann” were merged into one company managed by Lithuanian and German shareholders. The founders of the company, Mr. Gediminas Liaudaskas and Mr. Gerold Guder, came back to business.

2017

In 2017, “Elremta Mastermann” is recognized as the best seller of “GEHL” compact equipment in Northern Europe.

2015

In 2016, Latvian company “Komunaltehnika SIA” was purchased. The company has been selling construction machinery in Riga since 1991, has a range of loyal clients and a reliable service structure.

2010

In 2012, Plungė division was opened.

In 2006, the company was recognized as the best dealer of “Dynapac” concrete equipment in Europe.

2005

In 2006, Panevėžys division was opened.

In 2001, Klaipėda division was opened.

2000

In 2000, the company starts geographic expansion – Vilnius division was opened.

1997

In 1997, UAB “Elremta”, an authorized “Bosch” electric equipment service, was established.

1995

On February 10, 1995, “Kausta Guder”, a Lithuanian-German joint venture was established. The company’s core business activity is the supply of construction machines, mechanisms and tools.

On March 17, 1995 the first showroom of 70 sq. metres was opened in Kaunas, Naglio str. 4 a. The company had 4 employees.



DAS SCHAUFENSTER

Guder & Sohn gründete eine Firma in Litauen

Lübbecke (hgm). Das Lübbecke Baumaschinenhandelsunternehmen Guder & Sohn ist in den Baltischen Staaten wirtschaftlich aktiv geworden.

„Auf die Idee kam unser Buchhalter Johann Isaak. Er stammt aus Russland und wußte, daß dort viel gebaut wird und in den Baltischen Staaten viel produziert wird“, erzählte Gerold Guder aus der Geschäftsleitung der Lübbecke Firma.

Um die Idee in die Tat umzusetzen, fuhr man mit einem Campingbülli nach Litauen und nahm in Kaunas Kontakt mit den zuständigen Behörden auf. Die verwiesen Vater Hans-Joachim Guder, Sohn Gerold und Johann Isaak an die Firma Kaustra. Beim größten Bauunternehmen in Litauen wurden wir freundlich emp-

fangen, und die Gespräche führten zu einer zukünftigen Zusammenarbeit“, so Gerold Guder.

Im Februar folgte der nächste Schritt, die Gründung der Firma Kaustra & Guder in Litauen. „Inzwischen sind die Geschäfte für uns schon gut-angelaufen. Die Firma Guder & Sohn hat schon etliche Baumaschinen aller Art an die Firma Kaustra & Guder absetzen können.“

Der erfolgreiche Beginn des Projektes hat Hans-Joachim und Gerold Guder Mut gemacht, sich im Baltikum um weitere Marktanteile zu bemühen. „Es bestehen bereits Pläne, die wirtschaftliche Zusammenarbeit auf das gesamte Baltikum aus-zudehnen“, sagte Gerold Guder.



KEY FACTS

"I have been working in the company for 22 years. Not bored yet. Here, at Elremta Mastermann, we are driven by ambition to be the best – to occupy the largest market share with "Yanmar", to offer our customers the latest technologies, such as Somero laser screeds or Brokk demolition robots. But selling "iron" is not our main goal, we are always ready to do more – learn from our partners, grow together and find solutions."

Ugnius Noreika, Sales & Marketing Director, Member of the Board



97 SUPPLIERS

Longest lasting partnership is with BOSCH and GEHL. We have been with them since 1996.

43 REPAIRS

In 2018, 10876 repair requests were received, 494 repairs per employee or an average of 43 repairs per day. Up to 100 queries are received per day during peak season. The process management system implemented in the company allows to control even the biggest repair flows.

26 TENDERS

In 2018, 26 public procurement tenders were won. We managed to win the tenders announced by– AB "Lietuvos geležinkeliai" (Lithuanian railways), UAB "Kelių priežiūra" (Road Maintenance), UAB "ESO" (Energy Distribution Operator), Ignalina Nuclear Power Plant, UAB "Grinda", VĮ "Lietuvos oro uostai" (Lithuanian Airports), Lithuanian Military.

21 SERVICE EMPLOYEES

Service Manager, Service Desk Manager, 2 Spare Parts Managers, 17 Service Technicians. Since 2000, we have been the authorized "Hatz" diesel engines service.

10 MILLION

Last year, the company's turnover exceeded EUR 10 mil. or almost twice as much as in 2016, when the company's turnover was EUR 5.7 mil.

6 AREAS OF ACTIVITY

The six main areas of activity are: tools, earth-moving machines, compressors and pumps, plastering and concrete equipment, site equipment, service.

2nd PLACE IN EUROPE

2nd place in Europe by market share of mini excavators in 2018. 106 "Yanmar" excavators were imported to Lithuania last year, representing 37.86% of the market. Excellent results in just two years of working with "Yanmar" – the company is a representative of "YCEE" since January 1, 2017.

69 EMPLOYEES

57 employees work in the company's divisions in Lithuania. We have 12 employees in Latvia. Average term of employment in the company – 8.9 years. 5 employees have been working in the company for more than 20 years, another 8 – more than 15 years. Mr. Gediminas Liaudanskas, one of the founders of the company, has been working since the establishment of the company in 1995.

30 LOADERS

In 2018, 30 "GEHL" loaders were sold. 22 compact, 4 articulated, 3 tracked loaders.

24 YEARS OF EXPERIENCE

The company was established on February 17, 1995. In 2020 we will celebrate the 25th anniversary of the company's activities.

12 EXPORT MARKERS

In 2018, the company exported products worth EUR 1.46 mil., or 14.6% from the total turnover. Goods were exported to 12 countries inside and outside the EU. Sales in Latvia amounted to EUR 0.9 mil., export to Poland – EUR 0.3 mil., export to Belarus – EUR 0.15 mil.

7 DIVISIONS

The company has 6 divisions in Lithuania and 1 division in Latvia. In Kaunas, Vilnius, Klaipėda, Panevėžys, Plungė and Riga.

3 SOMERO MACHINES

In 2018, 3 "Somero S-940" machines were sold.



CHOICE

THE GOAL IS CLEAR – TO BE CHOICE NO. 1.

FIELDS OF ACTIVITY

“With increasing labor costs and manpower shortages, we need to move ahead with innovations. In the past, we wasted a lot of time to unroll extension cables, now we have batteries with power equivalent to electric network. The large “SDS-max” rotary hammers, compressors and even the heat guns are now powered by batteries. Working with market leaders like “Dewalt”, “Bosch”, “Makita”, “Festool”, we offer a modern assortment helping to save time and earn more money.”

Darius Miliauskas, Technical Director, Member of the Board.



EARTH-MOVING MACHINES

Yanmar mini and midi excavators, tracked dumpers.
GEHL skid steer, articulated, tracked and telescopic loaders.
Bomag tampers, vibroplates, trench rollers.
Epiroc hydraulic hammers, hydraulic demolition and deconstruction equipment.
Optimas paving and base preparation machines, paving tools.



PLASTERING AND CONCRETING

Somero laser screeds.
HTC Sweden concrete grinding machines and diamond tools.
PFT plastering machines and mortar pumps.
BMS estricht machines.
Cedima diamond tools.



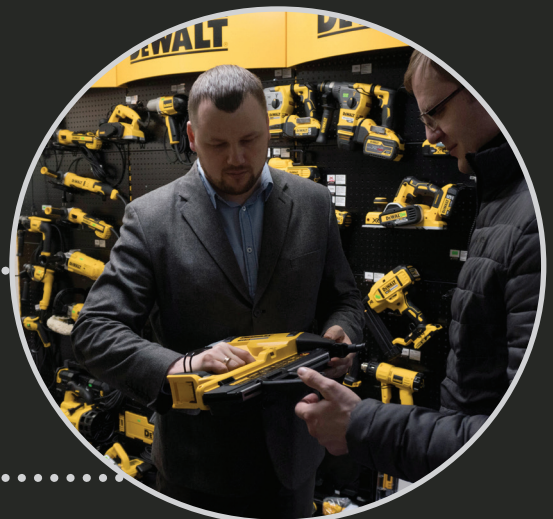
TOOLS

Professional electric hand tools.

Bosch
Makita
Festool
Dewalt
Rems

“We do not divide the tools into good and bad ones. We offer the most effective option.”

Darius Miliauskas, Technical Director, Member of the Board.





“It is interesting to work with partners offering the highest quality products, like “GEHL”, “OPTIMAS”, “ZARGES” and others. Pleased to see satisfied customers, we always value their trust.”

Narūnas Asinauskas, Product Manager

COMPRESSORS, GENERATORS, CLIMATE CONTROL

AtlasCopco mobile compressors, pneumatic tools, lighting towers.

Hatz Diesel small diesel engines and parts portable.

Generga

Master mobile heaters, fans, climate control solutions.

Tsurumi petrol clean and dirty water pumps.



SITE EQUIPMENT

Zarges ladders, movable aluminum scaffolding.

Ischebeck trench formwork, sheet piling.

Muba garbage pipes, mobile building fences.

Elite ground mats.

Partnersite lighting systems.



SERVICE, EQUIPMENT RENTAL, USED EQUIPMENT

We repair all the equipment we sell. We have a small equipment rental fleet that we use for demonstrations or as replacement equipment in case of failure. We buy the used equipment used our clients.



“Customers rarely come to service with a smile. Our goal is to make them smile then leaving. We take care of your equipment and you successfully use it.”

Egidijus Lisauskas, Service Manager

ABOUT US



“Elremta Mastermann” is our long-term business partner we can rely on, not only when purchasing new equipment, but also if repair or advice is needed. “Elremta Mastermann” team is constantly looking for innovations to offer to their clients.

Arvydas Bitėnas

Director, UAB Grinbeta

UAB Grinbeta is one of the largest industrial floor contractors in Lithuania. During a year, purchased 2 “Somero S-940” machines.



“During several decades of communication with „ELREMTA MASTERMANN“, we got acquainted with the team and used the services provided by the company. Responsible and attentive approach to the customer, diligence, professionalism does not allow to be disappointed in the quality of services provided. The company’s reliability is enhanced by continuous improvement and a modern and innovative approach to today’s technologies and customer’s needs. The professional and well-organized service team quickly performs tools and mechanisms maintenance and repair works. We are happy to cooperate with UAB ELREMTA MASTERMANN. It is a reliable partner. We strongly recommend this company to others.”

Eduardas Černulis

Managing director, UAB Inti

UAB Inti is one of the largest civil engineering network construction companies in Lithuania with 155 employees.



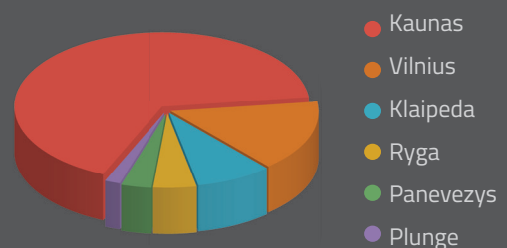
“It is a pleasure to work with technical experts who have never disappointed us over the whole 15 years of cooperation. Today’s experience shows that unskilled manual work is a thing of the past. UAB “Elremta Masterman” has a key to solution.”

Vytas Lukoševičius

Managing director, UAB Bermanta

Landscaping contractor from Kaunas.

Sales by Region, 2018



ABOUT US



"We evaluate and select our suppliers and partners with great care, as we seek long term co-operation. And we are glad to have Elremta Mastermann as a partner. We appreciate their professional approach, prompt response to our service, sales, supply and professional advice needs.

UAB Elremta Mastermann is company not afraid of challenges and always looking for innovative solutions, to make our daily activities smoother. "

Justas Karulaitis

Managing director, UAB Rentway

Rentway is a fast growing rental group. One of the biggest "Elremta Mastermann" customers over the past years.



"We have been cooperating with "Elremta Mastermann" for more than 20 years. The uniqueness of this company is planning, quality of work and the right professional approach. The price-quality ratio, reliability, and the right attitude are the cornerstones of our long-term cooperation with "Elremta Mastermann".

Rolandas Steponas Bankauskas

Managing director, UAB Elektromontuotojas

Elektromontuotojas is one of the biggest electric installation companies in Lithuania. Company has bought 11 "Yanmar" excavators over the past years.



"UAB Elremta Mastermann", reliable partner and distributor of "Generga" equipment in Lithuania and Latvia, is appreciated for highly professional approach to the process of generators sales and customers support.

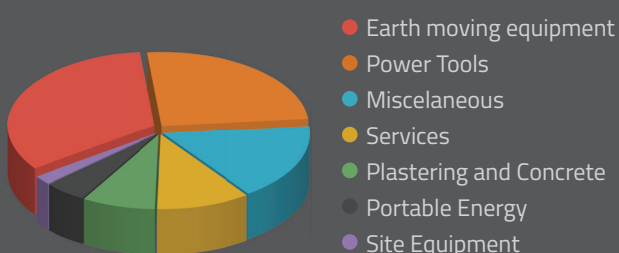
The main thing is that "Elremta Mastermann" takes care of the customer on the long run, so the quality of equipment and services is always highest priority. "

Paulius Stankevicius

Head of Sales, UAB Generga

Generga is a manufacturer of portable electric generators from 2 to 2250 kVA, based in Kaunas, Lithuania.

Income by product group



SALES NETWORK

LITHUANIA-LATVIA

RYGA

Siguldas šoseja 3A
+37122087799

PLUNGE

Stoties g. 21
+37069011133

KLAIPEDA

Dubysos g. 6
+370546222454

PANEVEZYS

Staniunu g. 69
+37045436768

KAUNAS

Neries kr. 16 E
+3707301123

Naglio g. 4 C
+3707409580

VILNIUS

Savanoriu pr. 191
+37052311345

www.technitis.lt

info@technitis.lt