



# PROFIL TVRTKE

## COMPANY PROFILE

[www.mariterm.hr](http://www.mariterm.hr)

**GRIJANJE**  
HEATING

**HLAĐENJE**  
COOLING

**KLIMATIZACIJA**  
COOLING



**RIJEKA**

Dražice 123d  
[mariterm-rijeka@mariterm.hr](mailto:mariterm-rijeka@mariterm.hr)



**ZAGREB**

Gjуре Szaba 4  
[mariterm-zagreb@mariterm.hr](mailto:mariterm-zagreb@mariterm.hr)



**PULA**

Divkovićeva 2b  
[mariterm-pula@mariterm.hr](mailto:mariterm-pula@mariterm.hr)

## TKO JE MARITERM?

### WHO IS MARITERM?

**Mariterm je trgovačka kuća sa preko 35 godina iskustva** u nabavi i prodaji opreme i materijala za grijanje, hlađenje, ventilaciju i obnovljive izvore energije za instalatere, maloprodajne kupce, projektante i investitore.

**Mariterm is a trading house with over 35 years of experience** in the procurement and sale of equipment and materials for heating, cooling, ventilation and renewable energy source systems for installers, retail customers, architects and investors.

- 1990** • Osnivanje Mariterm d.o.o. Establishment of Mariterm Ltd.
- 1991** • Započinjemo sa širenjem prodajnog asortimana i prvim zastupničkim programom jedne renomirane talijanske tvrtke. Expansion of the sales range and the first representative program of a renowned Italian company.
- 2000** • Otvaranje poslovnice u Zagrebu i jačanje svoje pozicije na kontinentalnom dijelu RH. Opening of a branch office in Zagreb and strengthening its position on the continental part of Croatia.
- 2004** • Postajemo članovi velike talijanske grupacije Cambielli Edilfriuli Group, koja je i većinski vlasnik naše tvrtke i vodeći distributer u sektoru termoinstalacija u svojoj zemlji. Granted membership in the large Italian group Cambielli Edilfriuli Group, which is the majority owner of our company and the leading distributor in the heating installation sector in its country.
- 2006** • Otvaramo modernu i specijaliziranu poslovnicu na Zametu u Rijeci. Opening a modern and specialized branch office on Zament in Rijeka
- 2007** • Osnivamo Mariterm servis d.o.o. - tvrtku za usluge servisa, montaže i servisiranje opreme s dugogodišnjim poslovnim partnerom. Establishment of Mariterm servis Ltd.. - a company for service, installation and servicing of equipment with a long-standing business partner.
- 2008** • Otvaramo poslovnicu u Puli te započinjemo sa prodajom i distribucijom opreme i materijala na području Istarske županije. Opening of branch office in Pula and beginning sales and distribution of equipment and materials in Istria County.
- 2012** • Osnivamo odjel marketinga koji se brine o svim promotivnim akcijama i događanjima te našim nastupima na stručnim skupovima i sajmovima. Establishment of our marketing department that takes care of all promotional campaigns and events, as well as our appearances at professional meetings and fairs.
- 2022** • Tvrtka Damas Consult d.o.o. postaje većinski vlasnik. The company Damas Consult d.o.o. became the majority owner.

### MISIJA MISSION

Naša misija je biti vodeća trgovačka kuća u nabavi i prodaji visokokvalitetne opreme i materijala za sustave grijanja, hlađenja, ventilacije i obnovljive izvore energije. Sa više od 35 godina iskustva, težimo pružiti inovativna rješenja koja zadovoljavaju potrebe, uz snažnu predanost brizi za okoliš. Posvećeni smo pružanju izvrsne korisničke podrške i izgradnji trajnih odnosa s našim klijentima. Our mission is to be a leading trading house in the procurement and sale of high-quality equipment and materials for heating, cooling, ventilation and renewable energy systems. With more than 35 years of experience, we strive to provide innovative solutions that meet needs, with a strong commitment to environmental care. We are committed to providing excellent customer support and building lasting relationships with our clients.

### VIZIJA VISION

Naša vizija je biti prvoklasna trgovačka kuća za sustave grijanja, hlađenja, ventilacije i obnovljive izvore energije uz neprestano inoviranje i praćenje novih tehnologija i trendova u industriji. Fokus na brizi za okoliš sastavni je dio našeg poslovnog modela, a posvećeni smo pružanju usluge najviše kvalitete te nadmašivanju očekivanja naših klijenata - svaki put. Our vision is to be a first-class trading house for heating, cooling, ventilation systems and renewable energy sources while constantly innovating and following new technologies and trends in the industry. The focus on caring for the environment is an integral part of our business model, and we are dedicated to providing the highest quality service and exceeding our clients' expectations - every time.

### ▶ NAŠI DJELATNICI

Motivirani djelatnici čine temelj za postizanje pozitivnih poslovnih rezultata, a naša tvrtka poduzima niz aktivnosti da stvorimo pozitivnu radnu atmosferu. Posvećujemo puno pozornosti na prodajne i tehničke edukacije naših djelatnika, kako bi mogli odgovarati na upite naših s ciljem pružanja visokokvalitetne, provjerene i stručne usluge. Njeguemo:

- Otvorenu komunikaciju
- Redovno ulaganje u znanja i vještine
- Timski rad
- Profesionalni pristup

### ▶ OUR EMPLOYEES

Motivated employees are the foundation for achieving positive business results, and our company takes a number of activities to create a positive work environment. We pay a lot of attention to sales and technical education of our employees, so they can respond to our customers' inquiries with the aim of providing high-quality, reliable, and professional services. We cultivate:

- Open communication
- Regular investment in knowledge and skills
- Teamwork
- Professional approach

### ▶ MARITERM USLUGE

U cilju pružanja profesionalne usluge prema svim našim kupcima, naše prodajno-tehničko osoblje u suradnji sa proizvođačima opreme i materijala, stoji na raspolaganju sa sljedećim uslugama:

- 1. Savjetovanje, ugradnja, doprema i podrška**  
Nudimo besplatne savjete, izračune, projekcije, podršku kod projektiranja, ugradnje opreme i materijala, puštanja u pogon, ovjere i izdavanja jamstva, dopremu kupljene opreme i materijala, zamjenu opreme, te stručne konzultacije prilikom odabira opreme i materijala.
- 2. Usluga po mjeri**  
Na Vaš upit, možemo Vas posjetiti u Vašem uredu ili Vam dostaviti kataloge i brošure opreme za grijanje, hlađenje, ventilaciju i sustave za obnovljive izvore energije. Naša zadaća je zadovoljan kupac koji je dobio visokokvalitetnu uslugu, podršku i rješenje kreirano po njegovoj mjeri.
- 3. Stručna tehnička rješenja**  
Naša tehnička rješenja se detaljno pripremaju i izrađuju uz koordinaciju sa projektantima strojar-skih instalacija, dobavljačima opreme i instalaterima opreme. Nastojimo pružiti kvalitetna i provjerena rješenja kako bi naši poslovni partneri i kupci dobili pouzdanu opremu koja im jamči dugotrajnost, funkcionalnost i uštedu opreme i materijala.

### ▶ MARITERM SERVICES

With the aim to offer professional services to all customers, our sales and technical staff, in cooperation with equipment and material manufacturers, provides:

- 1. Consulting, installation, delivery and support**  
We offer free consulting, calculations and projections, as well as support in design, installation of equipment and materials, commissioning, certification and issuance of warranties, delivery of purchased equipment and materials, replacement of equipment, and professional consultations on the selection of equipment.
- 2. Custom-made services**  
Upon your request, we are ready to visit you at your office or send you catalogues and brochures on the equipment for heating, cooling, ventilation and renewable energy systems. Our task is to keep customers satisfied by providing them with high-quality services, support and tailored solutions.
- 3. Professional technical solutions**  
Our technical solutions are meticulously prepared and created in collaboration with mechanical installation designers, as well as equipment suppliers and installers. We aim to deliver high quality and trusted technical solutions so that our company would offer reliable equipment with guaranteed durability, functionality and savings to our business partners and customers.



INVESTITORI  
INVESTORS



PROJEKTANTI  
DESIGNERS



INSTALATERI  
INSTALLERS



MALOPRODAJA  
RETAIL CUSTOMERS

# REFERENCE

## REFERENCES

Više od 35 godina radnog iskustva i kompetencije naših zaposlenika, uz kontinuirane edukacije i usavršavanja, omogućili su nam uspješno poslovanje i veliki broj referentnih projekata koje smo u suradnji s našim partnerima uspješno realizirali.

Over 35 years of work experience and our employees' competences, along with continuous education and training, enabled our business to prosper and brought numerous reference projects that we successfully completed in cooperation with our partners.



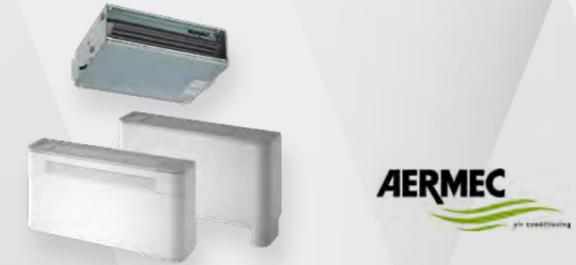
**JADRAN GALENSKI LABORATORIJ D.D.**  
Rijeka




**HOTEL OSIJEK**  
Osijek




**CORINTHIA BAŠKA SUNNY**  
Hotel by Valamar 3\*, Otok Krk




**MARTI RETAIL PARK**  
Trgovački centar, Rijeka




**WURTH-HRVATSKA**  
Novi upravno-logistički centar, Veliko Trgovišće




**GIRANDELLA VALAMAR**  
Collection Resort 4\*/5\*, Rabac




**LIM-MONT D.O.O.**  
Ludbreg




**VALAMAR LACROMA**  
Dubrovnik Hotel 4\*, Dubrovnik

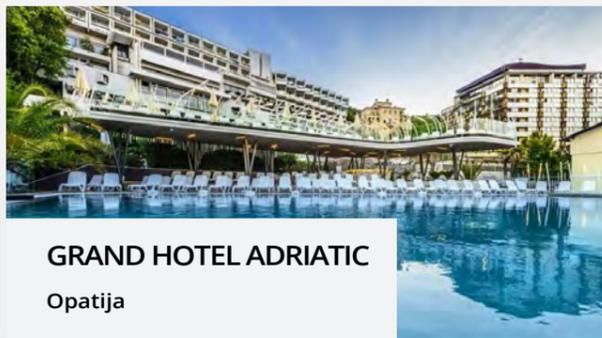



**SPECIJALNA BOLNICA "Dr.Nemeč"**  
Matulji




**O.Š. ANDRIJE MOHORVIČIĆA**  
Matulji





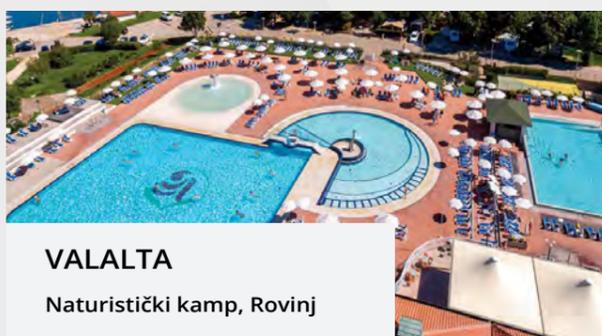
**GRAND HOTEL ADRIATIC**  
Opatija



**BROD GALEB**  
Rijeka



**TEHNIX D.O.O. - EKO INDUSTRIJA**  
Donji Kraljevac



**VALALTA**  
Naturistički kamp, Rovinj



**HILTON COSTABELLA**  
Beach Resort & Spa, Rijeka



# MARITERM PRODAJNI ASORTIMAN MARITERM PRODUCT RANGE

## ▶ HLAĐENJE COOLING



- rashladni uređaji
- ventilatorski konvektori
- klima uređaji
- klimatizacijski sustavi
- cooling units
- fan convectors
- air conditioners
- air-conditioning systems



## ▶ GRIJANJE HEATING



- dizalice topline
- ventilkonvektori
- klima uređaji
- pumpe i pumpni sklopovi
- kotlovi i plamenici
- plinske infragrijalice
- toplinska tehnika, radijatori
- kotlovi i peći na drva
- bojleri
- visokoučinski kotlovi
- heat pumps
- fan convectors
- air conditioners
- pumps and pump assemblies
- boilers and burners
- gas infrared heaters
- thermal equipment, radiators
- wood-burning stoves
- boilers
- high-efficiency boilers

## ▶ VENTILACIJA VENTILATION



- ventilacijske rešetke za usis i odsis zraka
- ventilatori
- protupožarne zaklopke
- air intake and exhaust ventilation grille
- fans
- fire dampers

## ▶ VODOMATERIJAL WATER SYSTEMS



- pumpe i pumpni sklopovi
- tretmani industrijskih i pitkih voda
- instalacijski materijal
- pumps and pump assemblies
- industrial and potable water treatment
- installation material

## ▶ OBNOVLJIVI IZVORI ENERGIJE RENEWABLE ENERGY SYSTEMS



- solarni sustavi
- dizalice topline
- solar systems
- heat pumps