

Estonian manufacturer of solid wood grill-swings and outdoor furniture is looking for distributors, retailers and partners active in garden furniture and outdoor living sectors.

Summary

Profile type

Business Offer

Company's country

Estonia

POD reference

BOEE20260409015

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

- **Belgium**
- **United Kingdom**
- **Denmark**

Contact Person

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Term of validity

9 Apr 2026

9 Apr 2027

Last update

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General Information

Short summary

An Estonian based SME designs and manufactures patented solid wood grill-swings and outdoor furniture. With over 20 years of woodworking experience, the company offers distinctive multifunctional garden structures that combine social, dining and grilling functions.

The company is looking for distributors, retailers and partners active in garden furniture and outdoor living sectors under distribution or commercial agency agreements. Target markets are United Kingdom, Belgium and Denmark.

Full description

Estonian manufacturer of handcrafted outdoor furniture, established in 1999. The company specialises in a patented line of grill-swings — unique garden structures integrating facing swing benches, a central table and a movable grill or fire basket within a covered wooden frame.

Products are made from durable materials such as Scots pine, spruce and include refined metal details. The result is a functional and visually striking outdoor structure designed for socialising and leisure. The core assortment is built around a family of grill swings that share the same design DNA - wooden construction, swinging seating and an integrated grill/fireplace under a weather ready roof, but differ in size, capacity and visual impact. They offer multiple size options (approx. 6–10 persons), suitable for private gardens as well as hospitality and public environments.

Their signature creation, the „Captain Jack“ grill-swing, is not “just another garden set”. It is a rustic and luxurious centrepiece: a covered swing, a defined seating area and a flexible grill zone combined into one sculptural structure that immediately becomes the focal point of any outdoor space.

Visually, „Captain Jack“ sits somewhere between a forest cabin and a boutique hotel terrace. Thick roundwood beams, visible joinery and a solid roof structure give it an authentically rustic, almost log cabin character, while the carefully proportioned rectangular floor and refined swing chair forms add a quiet, understated luxury.

The seating is arranged on a solid rectangular timber floor platform, with two substantial swing chairs facing each other so people sit eye to eye, close enough for conversation yet with enough personal space to relax in their own seat. Placed between the seats is a sturdy dining table, mounted to the flooring and steady enough handle food and drinks even when in motion. The integrated floor is a key part of the design: it frames the two facing chairs and instantly reads as an “outdoor room” rather than just furniture placed on grass or paving, which is exactly what many premium garden customers are now looking for. Instead of a static dining set, the gentle swing movement brings a sense of play and comfort, so the whole structure feels more like an outdoor lounge than ordinary furniture.

The grill or fireplace in „Captain Jack“ is mounted on a swinging arm on the side of the structure. This side mounted arm allows users to swing the fire closer for cooking or extra ambience and then move it back when they want more open space or less heat, making the experience both flexible and safe. The roof and frame are built from thick roundwood beams with visible joinery, giving an authentically rustic character, while the proportions and details introduce a quiet, premium feel that photographs extremely well.

Their portfolio also includes other garden furniture in the same recognizable style.

- Classic garden table and chair sets in natural timber, designed to complement the swings and carry the same rustic yet refined aesthetic through the whole outdoor area.
- A 3-person classical swing for customers who want the gentle swinging comfort in a more compact format.
- Timber well covers in 1 m and 1.2 m sizes, which act as small architectural accents and help complete a unified garden design.

All of these products share the same Nordic inspired design language, so they can be merchandised together as a coherent collection rather than as disconnected items. This makes it easy for customers to build an entire outdoor space around one visual concept – from the main grill swing centrepiece down to smaller details.

The company has export experience in several European markets and is prepared for international cooperation.

They are also a member of The Estonian Chamber of Commerce and Industry and South Estonia Wood & Furniture Cluster.

Advantages and innovations

- Patented outdoor furniture concept with no direct comparable products on the market, combining swing seating and grilling functionality in one integrated structure
- Clear market differentiation, offering partners a distinctive product that stands out from standard garden furniture
- High-quality craftsmanship, based on over 20 years of experience and continuous product refinement
- Strong visual impact, functioning as a centrepiece in outdoor spaces and attracting customer attention
- Proven reliability in real-use environments, demonstrated through cooperation with a town hall in Saarland, where the products were installed in public recreational areas

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

IPR Notes

Sustainable Development goals

- **Goal 8: Decent Work and Economic Growth**
- **Goal 12: Responsible Consumption and Production**

Partner Sought

Expected role of the partner

The company is looking for distributors, retailers and partners active in garden furniture and outdoor living sectors under distribution or commercial agency agreements. Target markets: United Kingdom, Belgium, Denmark.

The grill-swing offers partners a distinctive, high-visibility addition to their assortment, helping them stand out in a competitive outdoor furniture market.

Type of partnership

Type and size of the partner

Commercial agreement

- SME 11-49
- SME 50 - 249
- Big company

Dissemination

Technology keywords

- **11009 - Creative products**
- **03010 - Household Goods & Appliances**

Targeted countries

- **Belgium**
- **United Kingdom**
- **Denmark**

Market keywords

- **07004003 - Home furnishing and housewares**
- **07004006 - Garden and horticultural products**
- **07004005 - Furnishing and Furniture**
- **09004008 - Other manufacturing (not elsewhere classified)**

Sector groups involved

- **Construction**
- **Retail**
- **Creative Industries**

Media

Images



[Well cover](#)



[Table and chairs set](#)



[Grill-swing "Captain Jack"](#)