



INTERNATIONAL  
**CRANES &  
TRANSPORT**  
**MIDDLE EAST CONFERENCE**

CONRAD DUBAI, UAE

10 OCTOBER 2018

Conference and networking event for the Middle East's  
crane and specialized transport industry

**SPONSORSHIP  
OPPORTUNITIES**

CREATED AND ORGANISED BY



[www.khl.com/catme](http://www.khl.com/catme)

# THE MIDDLE EAST IS STILL A VIBRANT MARKET FOR LIFTING AND SPECIALIZED TRANSPORT SERVICES

The Middle East continues to show good economic performance and provides opportunities in many sectors that involve specialized lifting and transport services.

The construction and infrastructure sector is showing strong demand with ambitious development projects across the whole region.

Cranes and Transport Middle East (CATME) returns to Dubai for our second conference following the success of our first CATME in 2016. Building on our experience of this region we will bring together specialists for lifting and moving from both within this region and global companies that have a specific interest in the Middle East.

CATME attracts high level management delegates allowing you to discuss, share, learn and network with your counterparts on the most relevant topics affecting this region now and in the future.



## 2016 SPONSORS INCLUDED



# CONFERENCE FOCUS

**HIGHLIGHTING SAFE WORKING PRACTICE, FLEET MANAGEMENT AND TECHNOLOGICAL DEVELOPMENTS.**

**KEY TOPICS FOR DISCUSSION IN 2018:**

- Improving health and safety in lifting and transport operations
- Increasing the efficiency of your fleet and management practices
- Enhancing productivity
- Re-evaluate your methods using case studies from around the world

**A WIDE RANGE OF SPECIALIST EQUIPMENT AND APPLICATIONS WILL BE UNDER THE SPOTLIGHT:**

- Tower cranes, crawler cranes and wheeled mobile cranes
- Specialized transport trailers and self propelled modular transport
- Safety devices and technologies specific to this industry sector.

## To submit a speaker proposal, contact:

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# TARGET AUDIENCE

**CATME WILL TARGET OWNERS AND USERS OF CRANES AND SPECIALIZED TRANSPORT EQUIPMENT, INCLUDING:**

- Mobile crane rental companies
- Tower crane rental companies
- Heavy lift specialists
- Specialized transport companies
- Contractors who own and-or use cranes and specialist transport equipment
- Oil and gas companies
- EPC (engineering, procurement and construction) contractors.

**THE EVENT WILL BE MARKETED THROUGHOUT THE MIDDLE EAST REGION VIA A NUMBER OF CHANNELS:**

- Using KHL's extensive circulation in the region covering crane and specialized transport companies and major contractors (including readers of *International Cranes and Specialized Transport* and *International Construction* magazines);
- The event is supported by industry associations, including LEEA, SC&RA and ESTA. LEEA will promote the event to its more than 200 members in the region.
- KHL Group is entering into a media partnership with a well-known construction magazine in the Middle East and the event will be promoted to its extensive regional circulation.
- KHL will promote the event through a marketing campaign, including digital and paper communications and adverts.

## SUPPORTING ORGANISATIONS



Specialized  
Carriers  
& Rigging  
Association



PROJECT  
CARGO  
NETWORK

## CREATED AND ORGANISED BY

INTERNATIONAL  
CRANES  
AND SPECIALIZED TRANSPORT



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# WHY SPONSOR?

Delegates included representatives from the **three largest crane owners in the world**, the **largest oil company in the world**, the **three largest specialized transport companies**, and **six of the largest oil and gas and EPC companies** in the Middle East.

OVER  
**230**  
DELEGATES

FROM  
**121**  
COMPANIES

FROM  
**24**  
COUNTRIES

## REGISTERED TO ATTEND IN 2016

A And Z Technologies Llc - AAA Construction Equipment Fzco - ABS Group Inc. - Abu Dhabi Coating Enterprises - Adma-Opco - Aertssen Machinery Services - Al Basthi & Muktha - Al Faris - Al Jaber Legt Engg. & Cont. (Al  
Construction Co. - Arabian Machinery & Heavy Equipment - Avezaat Cranes - B Safe Safety And Security Consultancy - Besix - Big Equipment Intl Fzco - Bin Quraya - Blokcam - C.M.K. Mammoth Gulf - Cargostore Inte  
Contracting Company - Dubox Modular - Dubox Precast Products - Eastern International - EMEA/ IHS Global - Enermech Uae Llc - Enerpac Integrated Solutions - Enerpac Middle East FZE - Fte-Heavylift - Fujairah Natio  
Technologies - GS Express Logistics - Gulf Precast Concrete Co. L.L.C - H.Parabia Transport - Hareket Heavy Lifting & Transportation - Haven Fire & Safety - Hitachi Construction Machinery - Htc Wolffkran Ltd - Hup M  
Offshore - Lamprell Energy Limited - LEEA (Lifting Equipment Engineers Association) - Liebherr - Liebherr Werk Nenzing - Liebherr-Werk Biberach Gmbh - Lifting Equipment Engineers Association - Mammoet - Manitowoc  
Modern Emirates Heavy Cranes - Modern Freight Company Llc - Modulift - Monadelphous - Munitec International - NFT - Norsafe Dubai As - NPCC - Oleo International - Pat-Krüger Group - Petrofac - Rezayat Sparrow Aral  
Group - Samsung C & T Corporation - Sarens - Saudi Aramco - Sennebogen Maschinenfabrik - Seobon Construction Co. - Shalex Fze - Shoemaker Rigging - Southwest - Stafford Tower Cranes - Streif Baulegistik Qatar - Sus  
- Testing Equipment Specialist Team - The Works International - Toppower General Trading Llc - Trimble Lifting Solution - Tts International - Tuv Me (Nord) - TUV Middle East - Tyco Fire Protection Products - Unimar Tra

# Delegates at CATME 2016 included representatives from the following:

## CRANE RENTAL AND TRANSPORT COMPANIES

- Top three crane-owning companies in the world;
- Three of the four largest crane companies in the Middle East
- The largest three specialized transport companies in the world
- The largest four specialized transport companies in the Middle East
- Two largest tower crane rental companies in the Middle East.

- Aertseen Machinery
- ALE
- Al-Faris Equipment Rentals
- Al-Jaber
- Denjo Emirates Shipping
- FTE-Heavylift
- Johnson Arabia
- Hareket Heavy Lifting & Transport
- Mammoet
- NFT
- NJE Transport
- Rezayat Sparrow Arabian Crane Hire
- Roll-Lift
- Sarens
- Streif Baulogistik
- TTS International
- United Gulf Equipment Rentals
- United Equipment Group

## CONTRACTORS

- **Arabian Construction Co** – massive Middle East contractor with annual revenues of US\$1.1 billion.
- **CCC** – largest engineering and construction company operating in the Middle East, and owner of a vast crane fleet. Revenues of US\$4.6 billion in 2016.
- **China State Construction** – world's largest contractor, with a big operation in the Middle East.
- **Dubai Contracting Co (DCC)** – major Middle East contractor.
- **Samsung C&T Corp** – Global construction and engineering company.
- **Six Construct** – Middle East subsidiary of Besix Group, with revenues exceeding US\$1 billion.

## OIL & GAS/EPC CONTRACTORS

Delegates included six of the world's largest oil companies and EPC (engineering, procurement and construction) contractors:

- **CB&I** – global EPC contractor with extensive operations in Middle East. Revenues of almost US\$13 billion.
- **IMCC (International Management & Construction Corp)** – Dubai-based group operating some of the region's largest fabrication and construction businesses.
- **Lamprell Energy** – one of the largest oil and gas contractors and fabricators in the Middle East, with annual revenues of US\$700 million.
- **McDermott International** – major global EPC contractor with annual sales of US\$2.6 billion. Signed major agreement with Aramco in 2017.
- **NPCC** – top five EPC contractor in the Middle East and North Africa, with revenues of more than US\$1 billion.
- **Saudi Aramco** – world's largest oil and gas company, with revenues of more than US\$450 billion.

c) - Al Rostamani Pegel Llc - Al Tair Inspection Services - ALE - AMS - Amzone - Amzone International - Arabian International - CB&I - CCC - China State - CM Labs - DCC - Deugro Emirates Shipping - DSM Dyneema - Dubai International Constructions Co. L.L.C - Fujseng Construction - Gallagher Int. - Goldhofer Ag - GOYO Times (Beijing) - Heng - IMCC - ITP Publishing - J H Parabia (Transport) - Jaso - Johnson Arabia Llc - Kanoo Machinery Llc - KTL - Manlift Group - Masters Crane Llc - Mcdermott - Middle East Crane Equipment And Trading - MJE Transport - Arabian Crane Hire Co Ltd - Ritchie Bros. Auctioneers - Roll-Group - Roll-Lift - Roots Group Arabia - Safety Services Sustainable Builders Llc - Swaidan Trading Co. - Tadano - Tav Tepe Akfen Construction - Technik-I Lifting - Terex - United Equipment Group - United Gulf Equipment Rentals Llc - VDR - Virtusapolaris (Pvt)Ltd. - Wolffkran

# Why sponsor?

- Promote your company, brand, products and services to a key group of equipment buyers
- Demonstrate your commitment to industry education and professionalism
- Increase brand loyalty by supporting a beneficial industry event
- Network with key existing and potential customers
- Use the event to support a sales promotion campaign or another initiative
- Demonstrate industry leadership and positive involvement in the industry
- Benefit from associated publicity, before, during and after the event
- Gain exposure from the event website and marketing campaigns.

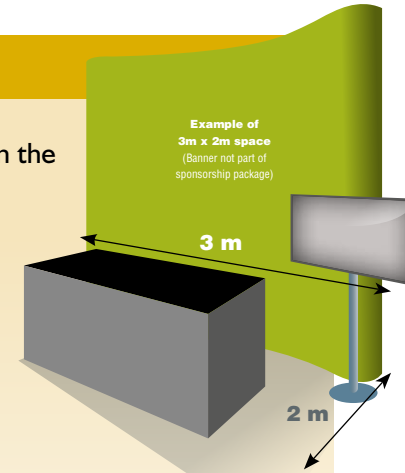
# SPONSORSHIP LEVELS

## GOLD

- Table top display in a premium position, in the networking area where we will serve lunch and hold coffee breaks
- Plasma screen for your table top display\*
- Logo displayed throughout the conference
- Logo on the front cover of the programme
- Logo on banners at the event
- Full page advertisement in the programme
- 10 delegate tickets
- 40% discount on additional tickets
- Headline logo on the CATME website.

\*Please confirm you require a plasma screen. e-mail: [saara.rootes@khl.com](mailto:saara.rootes@khl.com)

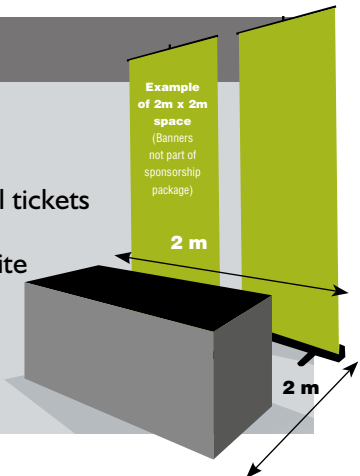
**US\$ 18,000**



## SILVER

- Table-top display in prominent position in the networking area
- Logo displayed in rotation in the networking areas
- Logo on banners at the event
- Logo in the programme
- 5 delegate tickets
- 30% discount on additional tickets
- Logo on the CATME website

**US\$ 12,000**



All sponsors will receive publicity via many KHL magazines and digital media, pre, during and post the event. All sponsor logos will also appear with a link to their site on the CATME website.

## NETWORKING DRINKS

### LIMITED TO ONE SPONSOR

Exclusive sponsorship of the farewell drinks reception which will be held after the conference.



**US\$6,000**

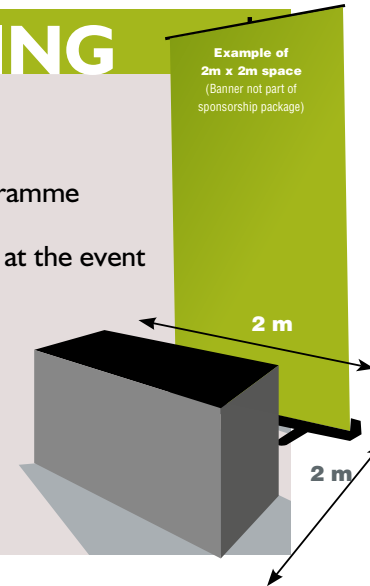
- Banners in the drinks reception area
- Branded table napkins
- Branding on cocktail tables
- 6 delegate tickets
- Full page advert in the conference programme.

If you wish to add a table-top display please contact your sales agent for more details

## SUPPORTING

- A table top display
- Company logo in the programme
- Company logo on banners at the event
- 2 delegate tickets
- 20% discount on additional tickets.

**US\$5,000**



## WELCOME

### LIMITED TO ONE SPONSOR

- Branded A5 welcome letter with event schedule
- Full page advert in our conference programme
- 6 delegate tickets.

The welcome letter – branded and written by you – will be given to all delegates when they collect their badge. It will also include the events schedule.



If you wish to add a table-top display please contact your sales agent for more details

**US\$6,000**





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