

The forth CATME conference and networking event for the Middle East's crane and specialized transport industry



INTERNATIONAL CRANES AND SPECIALIZED TRANSPORT AMERICAN CRANES & TRANSPORT

S@RA Rigging Association

www.khl-catme.com

## THE MIDDLE EAST – A DYNAMIC MARKET FOR LIFTING AND SPECIALIZED TRANSPORT SERVICES

The Middle East is an important region in the global economy and continues to provide excellent business opportunities for companies in the lifting and specialized transport industries.

Oil and gas remains a key sector of the regional economy, but construction and infrastructure investment is rising in many other areas, in particular as countries diversify beyond their traditional reliance on fossil fuels.

After successful events in 2016, 2018 and 2022 CATME returns to Dubai in 2024. The conference will bring together top-level executives from the lifting and specialized transport industry, both from Middle East and globally.

The event attracts owners, senior executives and managers from major stakeholders in rental and contracting, allowing you to discuss, share, learn and network with colleagues and both existing and potential new customers.



#### PREVIOUS SPONSORS INCLUDED





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## TARGET AUDIENCE

#### THE EVENT WILL BE MARKETED INTERNATIONALLY AND THROUGHOUT THE MIDDLE EAST REGION USING:

- ✓ KHL's targeted 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 who will promote it to their members
- Promotion through KHL's extensive media streams via print, digital and social media channels.

#### 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 (engineeering, procurement and construction) contractors.
- Private/Public Utilities

SUPPORTING ORGANISATIONS



#### EXCLUSIVE EVENT PARTNER









# **CONFERENCE FOCUS**

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

#### **KEY TOPICS FOR DISCUSSION IN 2024**

- Improving health and safety in lifting and transport operations
- Increasing the efficiency of your fleet and management practices
- Enhancing the productivity of equipment on site
- Highlighting best practice advice and case studies from around the world

For the latest details, visit www.khl-catme.com

#### TO SUBMIT A SPEAKER PROPOSAL, CONTACT:

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#### A WIDE RANGE OF EQUIPMENT AND MARKETS WILL BE UNDER THE SPOT LIGHT, INCLUDING:

- Wheeled mobile and crawler cranes
- Tower cranes
- Specialized transport equipment, including SPMT
- Susiness sectors, including construction, energy,
- oil and gas and industry

# 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.





## **COMPANIES REGISTERED TO ATTEND IN 2022**

- A and Z Technologies LLC Abu Dhabi Municipality Aertssen Machinery Services (UAE) Al Amar Engineering & Contracting Co. LLC Al Faris Al Nasr Contracting Al Tayer Tocks ALE Heavy Lift Almajdouie L
- Barkat Cranes & Equipments Pvt Ltd
   Besix
   Bridon Bekaert
   Carl Stahl (Dubai)
   Casar Drahtseilwerk Saar GmbH
   Choudhry Trading & Contracting W.L.L.
   CPC Rental Equipment Company
   Edwards Moving & R
- GB Equipment Solutions
   Gulf Test Safety Consultancies
   Hareket MENA
   Harilal Engoor
   Hitachi Construction Machinery Middle East Corporation FZE
   Hovago Cranes BV
   Hydratight
   Industrie Cometto S.P.A.
- Liebherr 
   Liftek 
   Mammoet 
   Manard 
   Manitowoc Crane Group 
   McLaren 
   Middle East Crane Equipment Trading 
   Mobility Equipment Rental LLC 
   Modulift UK Limited 
   Murlink 
   My-Crane 
   NFT Specialize
   Prospect Communication Services Ltd 
   PVE Cranes Middle East LLC 
   Python 
   Rainbow Star 
   Ray International L.L.C 
   Reliance Industries Limited 
   Rental Equipment Company REC 
   Rezayat Sparrow Arabian Cra
- Prospect Communication Services Ltd Pve Granes Middle East LLC Python Kainbow Star Kay International LLC Reliance industries Limited Kental Equipment Company REC Rezayat Sparrow Arabian Cr
- Technik-1 Lifting Terex Cranes The Crane Club The Crosby Group Thunder Cranes UAE Contractors' Association United Equipment Group Westfälische Drahtindustrie GmbH Python wire rope Wireco V

## Delegates at CATME have included representatives from major equipment buyers and users:

## **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

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- ALE **AI-Faris Equipment Rentals**
- Al-Jaber
- Al Marwan Heavy Equipment
- **BOBB** Heavy Equipment
- Rental
- Denjo Emirates Shipping
- Fagioli
- FTE-Heavylift
- Hareket Heavy Lifting & Transport
- Hovado
- Integrated Logistics Co
- Johnson Arabia
- Kanoo Cranes
- Mammoet

- Modern Emirates Heavy Cranes
- NFT
- NJE Transport
- PVE Cranes & Services
- Rezayat Sparrow Arabian Crane Hire
- Streif Baulogistik
- TTS International
- United Gulf Equipment Rentals
- United Equipment Group

- CONTRACTORS
- Al Naboodah Construction Group major group employing more than 14,000 people
- Arabian Construction Co massive Middle East contractor with annual revenues of US\$11 billion
- Arabtec Construction LLC one of the region's largest contractors
- ASGC Construction a major player in UAE's construction market
- **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
- Multiplex Global global contractor with operations in the Middle Fast
- Salini Impregilo €6 billion global construction and infrastructure player
- Samsung C&T Corp Global construction and engineering company
- Six Construct Middle East subsidiary of Besix Group, with revenues exceeding US\$1 billion
- VSL Middle East specialist contractor and part of the **Bouygues Construction business**

## **OIL & GAS/EPC** CONTRACTORS

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

- Abu Dhabi National Oil Company (ADNOC) one of the world's largest energy providers
- **CB&I** global EPC contractor with extensive operations in Middle Fast 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

ogistics Company • AMCS Technologies • AMG Trading LLC • Amzone • Amzone International • Ant Dynamics • Arabian Machinery & Heavy Equipment (AMHEC) • Arco Group • Ascorel • Avezaat Cranes Middle East igging, Inc. • Emirates International Facility Management LLC (EIFM) • Enerpac • ESP EXPERTISE FZE • Fagioli • Fujairah National Construction & Transport Co • Galadari Equipment Solutions (Terex dealer) International Cranes & Specialized Transport - KHL Group • Jaso • Johnson Arabia • Kanoo Machinery • Khansaheb Civil Engineering • Kobelco Construction Machinery Co., Ltd. • Köhler Kran-Service GmbH d in Tower Cranes • No matching records • NPCC (National Petroleum Construction Company) • Omran Group • PAT-Krüger Systems ME • Pfeifer Middle East Wire Rope & Lifting Technology FZE • Potain by Manitowoc ne Hire Co. LTD • Ritchie Bros • Robot Construction Machinery • Sarens Nass • Saudi Aramco • Saudi Liebherr Company Ltd. • Straightpoint Ltd • Tadano Ltd • Tadano Middle East • Target Engineering Vorld Group • Wolfa Trading LLC • Wolffkran

- Roll-Lift Sarens Sarens Nass Stafford Cranes

# SPONSORSHIP LEVELS

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US\$25,000

All sponsors will receive publicity via many KHL magazines and digital media, before, during and after the event.

## PLATINUM

- Conference brochure double page spread advertisement
- Conference delegate tables note pad & pen (client to provide)
- Table top display (3x2m) prime position in networking sponsors room
- ✓ Plasma screen for your corporate video
- ⊘ Conference stage branding prominent logo
- Prominent logo branding during the event
- I5 conference tickets
- Headline banner on event website
- ✓ 50% discount on additional tickets for clients, distributors and colleagues

 Post conference videos – prominent logo branding during intro

 Post conference publicity – prominent logo GOLD

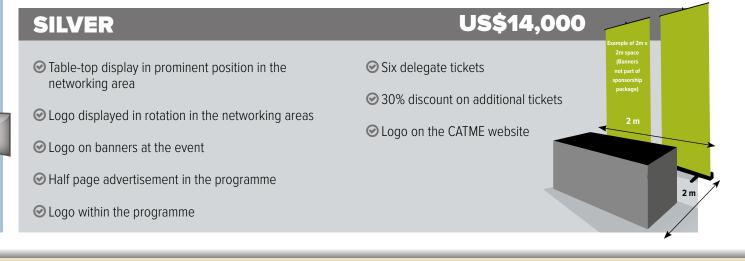
- ✓ Table top display in a premium position, in the networking area where lunch and coffee breaks are served
- ⊘ Plasma screen for your table top display\*
- ⊘ Logo displayed throughout the conference
- ⊘ Logo on the front cover of the programme
- ✓ Logo on banners at the event

#### Full page advertisement in the programme

**US\$22,000** 

- ✓ Ten delegate tickets
- ✓ 40% discount on additional tickets
- ⊘ Logo on the CATME website

\*Please confirm you require a plasma screen. e-mail: gary.brinklow@khl.com



## Sponsor benefits

- 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 face to face with key existing and potential customers

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### BRONZE

✓ Table top display

- ⊘ Company logo in the programme
- O Company logo on banners at the event
- ⊘ Two delegate tickets

⊘ 30% discount on additional tickets.

## **US\$6,500**

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#### **US\$10,500 FAREWELL DRINKS**

**EXCLUSIVE SPONSORSHIP OF THE FAREWELL DRINKS RECEPTION.** TO BE HELD STRAIGHT AFTER THE CONFERENCE

- OBanners in the drinks reception
- Standed table napkins
- Standing on cocktail tables
- ⊘ Table-top display in prominent position in the networking area

- O 30% discount on additional tickets
- ⊘ Half page advertisment in the programme
- ⊘ Five delegate tickets

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#### **CUSTOM OPTIONS** LIMITED TO ONE SPONSOR

Example of n x 2m space Iner not part of orship package)	REGISTRATION BREAKFAST	NETWORKING LUNCH	MORNING BREAKS	AFTERNOON BREAKS	CONFERENCE WATER
		$oldsymbol{\Theta}$ Banners in the lunch area			✓ Your logo on coasters to be placed on conference tables
	Standing on high tables		Searching on tables		error banners in conference room
2 m			✓ Four delegate tickets	✓ Four delegate tickets	
	✓ Logo in the programme	<ul> <li>✓ Logo in the programme</li> <li>✓ 30% discount on tickets</li> </ul>	<ul> <li>✓ Logo in the programme</li> <li>✓ 30% discount on tickets</li> </ul>	<ul> <li>✓ Logo in the programme</li> <li>✓ 30% discount on tickets</li> </ul>	
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	<b>US\$7,500</b> To add a table-top display	US\$7,500 ( to any of the above custom	US\$6,500 options please contact your	US\$6,500 sales agent for more details	US\$5,500

- → 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.



### CONTACTS

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**EVENT & SPEAKER** 

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