## materials handling SAUDI ARABIA

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# POST SHOW REPORT



## The perfect stage for success in a key growth market

With over 700 visitors from 10 countries, the second edition of Materials Handling Saudi Arabia reinforced the trade show's position as a key industry platform in the Kingdom. Major manufacturers, industry experts and supply chain players from across the region gathered to discuss promising developments in this pivotal growth market.

23 exhibitors from 7 countries presented market-leading solutions for all aspects of the Supply Chain industry, including Warehousing, Logistics and Distribution. A series of panel discussions provided were also held during the event, offering industry leaders and experts a significant platform to share specialist knowledge on emerging challenges and opportunities in the evolving Saudi market.

#### **SHOW DETAILS**

Edition : 2<sup>nd</sup>

**Date** : 28 – 29 Nov, 2018

Venue : Lazurde Hall, Park Hyatt Hotel,

Jeddah, Saudi Arabia

**Organiser**: ACE Exhibitions **Licensed by**: Messe Frankfurt

Middle East GmbH

Exhibitors : 23

Visitors : 715

Co-located with:

## supply chain+logistics forum

23 exhibitors

7 countries

715 visitors

10 countries

#### 2018 Exhibitors







































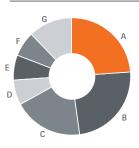








#### Main objectives for participating at the show



- A 24% To find potential customers
- B 24% To increase sales
- C 19% To raise the profile of the company / organisation
- D 7% To get an overall impression of the market situation
- E 7% To present new products / developments
- F 7% To re-present locally a manufacturer / supplier
- **G** 12% Others

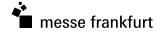
#### **Materials Handling Middle East**



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#### Forklift Challenge

Materials Handling Saudi Arabia 2018 featured the 2nd edition of the 'Forklift Operator of the Year' Challenge. More than 50 of KSA's most skilled Forklift Operators were nominated to participate in this unique competition. After the highly competitive preliminary rounds, 3 winners were chosen by the judged based on their ability to safely and efficiently manoeuvre three-tonnes of electric forklift machinery in tight and narrow spaces, replicating a warehouse environment.

## Key sectors in focus at the show



## Logistics & Supply Chain

Regional and international leaders in the logistics and supply chain industry showcased the latest products and solutions for competitive and profitable operations.



#### **FMCG Industry**

The latest advancements for the efficient transportation and storage of FMCG goods, such as smart inventory management, were presented by leading solution providers.



#### Oil & Gas

New systems, processes and equipment from reputed global brands were showcased for increased profitability and improved safety and efficiency in the oil and gas industry.



#### **Retail Business**

A world of solutions for stocking, display and distribution were on offer to ensure the right products reach the right place at the right time in this vital regional sector.



#### **Automotive**

The show featured top-of-therange automated warehouse systems to minimise redundancies and increase materials handling efficiency across logistics, freight forwarding and cargo handling.



#### **Pharmaceuticals**

Leading providers of temperaturecontrolled storage as well as transportation and shipment solutions that are specifically designed for the pharma industry were exhibited at the show.

#### **High-Profile Speakers**



Eng. Ashraf M. Kotait
Consultant and Speaker, Founder and CEO,
APTIC Group for Training and Consultancy;
Senior Port Operations and Logistics Expert,
Center for Graduates and Professional Studies - CGPS – MCBS



**Noë van Bergen** Head of Sales Mobile Automation Central Europe *Dematic* 



Fadi Al Hanafi Head of Supply Chain NALCO



**Naiyer Hussain** Head of Supply Chain *Al Jazierah Home Appliances* 



Fahad Khaled Binkhunain Director and Consultant of Supply Chain Management



**Alain Kaddoum** General Manager *Swisslog Middle East LLC* 

#### **Exhibitors and Products**



#### Materials Handling & Lifting Equipment

Cranes & Hoists, Telescopic Lifts, Scissor Lifts, Boom Lifts, Pipe Layers, Industrial Trucks, & Hydraulics, Forklifts & Hand Lift Trucks, Stackers, Trolleys & Carousels, Dock Levellers & Loading Ramps, Wheel, Castors & Tyres, Batteries & Lubricants



#### Logistics & Postal Service Providers

Road, Sea & Air Freight Forwarders, Cargo & Courier Companies, Postal Service Providers, Logistics & IT Solutions, Fleet Management, Refrigerated Transport



#### Value added Logistics Services

Packaging Machinery & Wrapping, Inspection Equipment, Weighing Equipment, Pallets, Plastics or Metal Containers, Re-packaging, Bar-coding – Printers & Scanners, Labeling / Tagging, Pallet Wrappers, Packaging Tapes & Industrial Films, Tracking Equipment



#### Warehousing Equipment

Warehousing Racking & Shelving Systems, Storage & Retrieval Equipment, Warehouse Management Systems, Warehouse Flooring, Warehouse Cleaning & Maintenance, Warehouse Safety & Security Systems, Warehouse Boxes & Trays, Industrial & Warehousing Doors, Shutters & Panels, Cold Store Doors

#### Launch Partners





