



## Al Danube Building Materials Trading Company LLC receive important trade leads

Al Danube Building Materials is one of the leading suppliers of building materials to a large number of contractors in the UAE and across the region. It has presence in the UAE, Bahrain, Oman, India and China. Its customer base stretches across GCC, Asia and Africa.

Based in Jebel Ali, Al Danube Building Materials joined MyLinkDubai.com earlier this year. For its civil engineering and electro mechanical jobs, it required substantial quantities of gypsum boards. Al Danube decided to post trade leads through the dedicated portal.

“Our aim was to access a larger pool of suppliers and our database was not big enough to cover all the major suppliers,”

recalls Danube purchasing manager, of Danube Building Materials. “At the same time, we did not have the luxury of time to approach new suppliers through the conventional channels. We have heard quite a lot about MyLinkDubai, and decided to try it out.”

The MyLinkDubai online marketplace did the unimaginable. Al Danube Building Materials was put in direct contact with a large network of potential suppliers, enabling them to choose from a variety of high quality products from a large number of trusted Gypsum Board suppliers.



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“We killed several birds in one shot, literally,” says Danube Purchasing manager. “We saved our staff several hours of phone calls, visits and paper work. We added a new list of suppliers to our database. We had the luxury of comparing quality without moving from our seat, as suppliers were ready to bring the samples to our door. And finally, we got the best price we could have asked for, because we could bargain with great results, as we already knew the competitors’ prices.”

Al Danube Building Materials now plans to do most of its procurement through MyLinkDubai.com.



Company name: Al Danube Building Materials Trading Co LLC  
Company profile: Small construction contracting company  
Summary: Al Danube posted a trade lead for Gypsum board and were put into direct contact with a large number of trusted suppliers through the MyLinkDubai.com portal