



Seiken Auto Spare Parts source hard-to-find spare parts through mylinkDubai.com

Seiken Auto Spare Parts is a supplier of forklift parts. As such, it has specific requirements that can be met only by specialized suppliers. Quite often, the company has to knock on many doors before it could get the parts it wants, but the time and effort required was huge. A lot of our time is wasted in contacting suppliers and providing specifications of the required parts.

Seiken had heard of MyLinkDubai and of the benefits of trading through Tejari.

"We were not quite sure if a company of our size would benefit from MyLinkDubai," said Hafnas Abdul Nasar, Business Development Manager, Seiken Auto Spare Parts. "But we had to do something to boost our business. So, we decided to register on the dedicated B2B portal."

"To our pleasant surprise, just two months after being registered, we saw the amazing results of online trading," recalls Hafnas.

"Through new suppliers listed the portal, we purchased a wide range of spare parts, including Forklift components such as bearings, sensory , accelerators, power brakes, oil valves, starter switches and solid tire freight master, rollers and lifts."

Seiken Auto Spare Parts not only got the products it wanted in quick time, but it could drive a hard bargain. More importantly, the company was able to successfully purchase hard-to-find spare parts, and source these according to required specifications.

As forklifts required specialized parts, it is very critical that we have parts with the right specifications.



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“Through MyLinkDubai.com, Seiken Auto Spare Parts were able to reach a large database of buyers,” said Hafnas. “We profited immensely from these trade links, and now our potential suppliers are accessible at the click of the mouse. We had never imagined that online platforms could make such a difference to our business.”



Company name: Seiken Auto Spare Parts

Company profile: Forklift spare parts supplier

Contact person: Hafnas Abdul Nasar, Business Development Manager

Summary: Successfully sourced hard-to-find spare parts and reached new buyers