

Buyers Comment...

Came across a lot of new and fancy stuff



As wholesalers, we deal in all kinds of handicrafts and are open to source any new kind of items in home décor that India has to offer. In fact, a lot of **glass décor products** have interested us in the fair. We are also looking for manufacturers who are open

to change their product as per our modifications, so that they can be made fit for the American market. This is our 8th year of importing from India and we are happy with the variety. We have come across a lot of new and fancy stuff and have placed orders. **Pamela, Imran, Mark, USA**



Manufacturers produce with the best of raw materials



I import **furniture, textiles and gifts** from India and Turkey. Although, mostly our products are sourced from India I at times give designs to the manufacturers and they produce with the best suitable raw material they can give us, so there are a lot of new items that can be seen.

Norbert Heldmann, Germany



People are experimenting with colours



We have been sourcing **home décor** from India for 15 years now and we also import from China and Philippines.

However, around 70% of our imports come from India and this is mainly due to the effort

that manufacturers and designers here put in, to tune with the international standards. Apart from contacting and dealing with our regular suppliers we have also done business with two new suppliers. Basically, our major exporters from here bring in a lot of changes in the product and hence we prefer them over others, as we are comfortably accustomed to work with them. People have adopted new colors and can be seen experimenting with different palettes. **Annalise Stewart, Holland**

IHGF caters to our needs very well



Our company has been importing from India yet this is my first visit to the fair personally. We are searching for **aluminum and stainless steel home décor products**. As wholesalers we look for a huge variety in home décor, and IHGF caters to this need very well.

Peter, New Zealand

Unparalleled talent of the artisans here



We are looking for furniture and lifestyle accessories. We would want to see more of **recycled items** as our company puts an onus on sustainability as well. Since it's a labour intensive field, and India can provide affordable labour, we choose India as our manufacturer source. There is an abundance of raw material in this country;

there is unparalleled talent of the artisans, which combined and blended beautifully, can create wonders for the exhibitors. Internet plays a major role in marketing of such sectors, and EPCH has done a commendable job overall. **Nishant, Netherlands**



Business with Indian manufacturers has become easy due to the involvement of EPCH



I am a designer looking for suppliers in this fair who would innovate and customize according to the designs

*that I have to offer. I always go for a slight touch of Indian traditional ethos in the modern designs that I prefer. **Home décor** is my area of interest and Japan is the other major country that I get supplies from. Doing business with Indian manufacturers has become easy due to the involvement of EPCH.*

Anteine Aknovx, France



Indian handicrafts are at par with the best in the world



*We are looking for a large range of products like **handlooms, artifacts**, candle holders and incense. We import from China, Africa, Thailand and India. We have been sourcing from India for a long time, yet this is the first visit to the fair. It's really enlightening*

to see that Indian handicrafts also have such amazing variety to offer, which we weren't aware of. We have made few contacts and would positively place many orders within some weeks. Indian handicrafts are known for their good quality but coming here, we realized that it is at par with so many countries, even in terms of design.

Laurie Leroy and Pankaj Nagdev, France

Personally I like IHGF to be scattered and combined randomly with a lot of product categories



*I have been coming to the fair for ten fifteen years and I am really happy to see it evolving, in terms of number of exhibitors, design and quality. I am a wholesaler of **furniture, handicrafts** and accessories. As it is quite often said, same things are repeated time and again. However given the nature of the industry, it is a well comprehended thing. I prefer dealing with the same suppliers, who are from Jodhpur, Jaipur, Moradabad, etc. This is*

due to the fact that they have strongly adapted to our style of business, and we have to theirs. There are not enough buyers as the timing of the fair clashes with other fairs like Ambiente.

Segregation of the fair is working both in negative and positive terms.

*However, personally I like it to be scattered and combined randomly with a lot of product categories. **Ian Snow, UK***



EPCH's involvement for the betterment of crafts is appreciable

*I am an importer looking for handicrafts in **metal, glass and wood**. I import from India, China, Philippines and Vietnam but a major part of my business that is around 40% is from India. The attraction in India has always been handcrafted products and EPCH's involvement for the betterment of crafts is appreciable. Also the new launch of the mobile app has been a commendable initiation keeping in mind the comfort and necessity of the buyers.*



Timm Exner, Germany

An interactive platform for buyers and exhibitors



*I came to this fair looking for items in **wood and metal** and this fair has been quite satisfactory and I have already placed quite a few orders. The fair becomes an interactive platform for buyers and exhibitors owing to the involvement of EPCH as a well functioning organizational body. This is the*

*reason why the 5 years of business with India has been a happy experience for me. **Charles, USA***



Organization of IHGF makes it all the more indulging and exciting



I am a retailer and wholesaler for scarves, jewellery and gift items. I have been involved with Indian products only since last year and what I see in this second visit of mine is that the organization of this fair makes it all the more indulging and exciting. I also know about the recent

launch of the mobile app and I may start using it for the remaining days of the fair as it seems beneficial for the buyers.



Vassil Raychev, Bulgaria

Beautiful range of bangles and neckpieces that we find in India are exclusive



The purpose of my visit was to explore the exciting range of jewellery that India has to offer. The beautiful range of bangles and neckpieces that we find in India are exclusive and I must add that after going through the fair I got to know about the wide range of bags that are available as well. Mats and items of

home décor are another area of interest for us. In this fair I tried to learn about the real exercise of business from India and also about the specific ways in which craftsmen function. Indian handicraft items have a large market in Cambodia because the Cambodian population is well aware of the Indian culture through movies popularized in the late 80s and they have a basic knowledge of Indian culture so Indian products are welcomed in our market.

Hay Kim Tha, Cambodia

I look for the traditional tough Indian-ness



*I have a store in India where I bring together various **hand crafted products** from all over India. My store is exclusively of Indian products and we have been in this business for almost 50 years. I get a chance to explore the supply contacts that I already have by coming to the fair. My suppliers are based in Rajasthan, Pondicherry and Moradabad. And I look for the traditional tough Indian-ness in the products that I go for.*

Feroza Mody, India

India is changing and artisans in India are constantly innovating



*I am a wholesaler importer of **garments and textiles**. I supply to chain stores and mini chain stores throughout South Africa. After coming to the fair I realize that India is also changing with the global change in trends and artisans in India are constantly innovating by*

complying with the global demand. EPCH has been a helpful organization for the artisans as well as the buyers by bridging the gap for better business. And considering the fact that the next IHGF fair is going to be bigger, the move towards development and positive change is already apparent. This fair has actually completely changed my belief about the handicraft business in India and the range I see here is immense. And not only in terms of design but also the improving quality is what makes Indian handicrafts stand out.

Bhoopesh Narsee Bhagwan, South Africa



Variety I see here is beyond expectations



*I am looking for **ceramic & glass items** and the variety that I see here is beyond expectations of overseas buyers. This is the reason why my supplier base is only from India. I am a starter in the business and this is a great platform for development and building new ties with*

India. Logan, USA



Young artisans should be encouraged to work in the handicrafts business



We deal in **lifestyle products** and have been doing business with India since last 20 years. Design, quality and variety are what I look for. I think young artisans should be encouraged to work in the handicrafts business because they have a different outlook

and worldview which brings newness to the business. I deal with various suppliers who are scattered all over the country and apart from India I also deal with China, Vietnam, Malaysia and UK.

John and Yvonne, Hong Kong



Saw new product types

We have been into the business for one and a half years now and we started our work by partnering with Indian exporters. As importers we engage in direct sale of **furniture** items. By visiting the fair, we got to know about the new product types which can be beneficial for our market. We also

import from China and Vietnam but India has its own brilliance in the products that it offers.

Luis Mullet, UK



I come here for creative inspirations



We deal majorly in **scarves, jewellery, and bags**. The innovation in designs that we see here is what makes Indian handicrafts stand out in the international market. I seek creative

inspirations from craftwork around the globe. Thailand is the major hub for my business, and 10% of my supplies come from India. But there is always scope for expansion and I am hopeful for it. **Luisa Pezza, Italy**



An interesting mix



I am visiting India exclusively for handicraft products and this year **furniture and fabrics** in this category would be my priority. We are a trade company so the

involvement of Indian handicrafts along with the wide array of products from all over the world is an interesting mix. The other countries we associate with are Nepal, Thailand, Japan and Indonesia.

65% of our business comes from India and we are looking for business expansion.

Koko, China



Better prices and quality brings us to India



I am a home textile importer but this year I am concentrating on **lamps**. We are wholesaler importers and have been in this business since last 20 years. My permanent suppliers are based in Panipat, India. Mats and Curtains are another area of interest. Better prices and quality

is what brings us to India. In this fair I have seen a wide range of innovation which makes IHGF a bright platform for business exchange. **Sambain, France**



My supplier base in India is going strong



This is my first visit to India and as a designer I am looking for **lights and lamps** in the fair. My supplier base in India is going strong since many years. IHGF 2014 has helped me to get new resources, know about them and implement it in my business. I usually prefer getting my own designer to my suppliers but this fair serves my purpose where I get

exclusive hand woven and handmade look. **Jordan Silver, Australia**

Here to find suppliers with fair trade motto



I have an online sale portal which deals with a broad range of products from individual artisans and small manufacturers. Our task is to find markets for their products, to improve the living condition of every labourer and to retain Indian craftwork for future

*generations. In connection with **Fair Trade organization** we improve Fair Trade activities by every cooperative manufacturer. EPCH has done a great job in bringing a wide range of artisans within one umbrella.*

Eugen de Boer, Holland



Hope this business journey with India turns out to be a good one



*I am looking for **garments and bags**. My existing suppliers are from New Delhi. I myself give designs where I look for incorporation of interesting ideas by the suppliers. This is my first participation in this fair and I hope this business journey with*

India turns out to be a good one.

Loretta Fabbri, Italy



Mainly here for fancy stuff

*I am a tattoo artist and have my own stores. Plus, I work for retailers and here I am looking for T-shirts as well as new stuff for my company. I am open to exploring different product categories and a lot of products here have really caught my attention. I would be soon placing orders. I have found a really amazing range in bracelets and other jewellery using materials like **leather and suede** with the feel that would please the consumers in my country. I am mainly looking for something fancy that can be put in our stores and catch attention instantly. **Tonu, Denmark***



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I see improved designs

*I have been into the business of home décor since last 10 years. And as a wholesaler in this business, this year I am looking for items in **iron casting and lighting products**. I see improved designs though the demand has not parallely increased. Our suppliers from Moradabad have been our constant associates and have helped us in growing the business by modifying items according to the trend. The only limitation that holds the acceptance of Indian products is the finesse that seems to be a bit lacking. Yet, items from India have their own place in the world market. I like the idea of starting a mobile app. for the benefit of buyers.*



Dov Franki, Israel



Keen on modern trendy designs

*This is my first visit to India, and I am looking forward to explore gift items that manufacturers here offer. I am keen on the modern trendy designs in **gift items**, with a mixture of the traditional touch that is conventionally associated with India. I anticipate an expanded investment in the Indian market considering the variety that I have come across. **Michael, South Africa***



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We have been into traditional Indian products since the very start



*We are basically designers of **jewellery** and other fashion accessories. We have been into traditional Indian products since the very start of our business*

and have been importing 10% of our material from India for last three years, and rest from Malaysia and Italy.

Hiroko Wada and Koseki Haruka, Japan



IHGF has seen improvement over the years in terms of design variety and infrastructure



We are wholesalers of **textiles** and have been in this business since last 15 years. There's no denial of the fact that IHGF has seen improvement over the years in terms of design variety and infrastructure. We deal majorly with home accessories and there has been a satisfactory variety in the products in that sector. We believe in

introducing our own trends to handicrafts in India by working with the manufacturers here and it has so far been a pleasant and beneficial.

Jess Supple and Sue Silva, Australia



We have seen plenty of improvement

We represent **FDO Furniture** and majorly deal with **small furniture**. Being international exporters of these products we also import from China, Indonesia and Egypt but India has unique products to offer which cannot be matched with anything else in the world market. This is the second

time that we are attending this fair and we have seen tremendous improvement from the previous time.

Petra Langstraat, Netherlands



The organizers have initiated various efforts for the betterment of artisans

Furniture and stationery are our major areas of focus in this fair. And as this is our first visit to the fair, we are exploring the Indian market which seems very organized due to the work EPCH has done as organizers. As

importers we are particular about the quality of our import and from India, which has a strong middle class, we would like to focus on local products. The organizers have initiated various efforts for the betterment of the artisans and I think they are slowly getting there and improvement is inevitable.

Paul and Ash, Germany



Tremendous efforts by EPCH



We deal with **home accessories**. In our business we majorly pay attention to the global trends and this has been the secret of our success in the business in last 15 years. Though EPCH has been a commendable cohort for Indian handicrafts and its initiative for developing the infrastructure should be appreciated. The newly launched EPCH mobile app is one such example of the multiple EPCH initiatives.

Xavier De Vil, Belgium

It is good to see new suppliers



We are importers of a wide range of **furniture** and have been associated with the Indian handicrafts market since last 22 years. As a visiting buyer I have only seen improvement in the past years. What we aim to find here in terms of handmade products cannot be compared in any way with the Chinese or Vietnamese products. Through this visit, I have

concluded that India has only improved with the global development. And it is an encouraging sight to see new suppliers who had not been here previously. EPCH's involvement has been commendable and it shows in how this business has grown in last 22 years.

Dimitri, Netherlands

