

# Buyers Comment

## Chief item of interest: Home Decor



I have been visiting India for past 15 years. EPCH fairs give you an assurance of quality and timely delivery. I also source my products from Indonesia, Thailand, China, South Africa, Vietnam and Egypt. But in terms of quality Indian products stand out internationally. Also, the uniqueness of these products cannot be copied or found elsewhere. **Angela Gasperoni & associate, Italy**

## Chief item of interest: Furniture and textiles



I own a wholesale business in Argentina and cater to high and medium end markets. I deal specifically in ethnic products sourced from Morocco and India. People in my country have great taste for ethnic products and the Indian stamp proves magical. The designs and variety is spot on, which is missing in Moroccan products.

EPCH fairs bring exporters from different parts of the country on one platform that otherwise are scattered and are miles away. Coming down to India is always exciting.

**Elisa, Argentina**

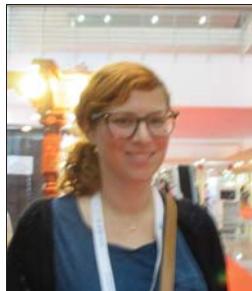
## Chief item of interest: Home Decor



We run a wholesale business named Taj Hind Crafts in Lebanon and have been coming to India for past three years. It is not a big fair but people are more serious about doing business. I am satisfied with variety of designs of product in this fair. Demand for India products in my country is increasing but I source majority of products from China. The organizers are doing a great job.

**Tarek Thebian, Lebanon**

## Chief item of interest: Stationery Items



I am a retailer, mainly dealing in stationery and thus buy paper products. This is my 2nd visit to this fair and from here I source paper bags, gift wrappers, recycled paper, cake stands and gift packs. The exporters are welcoming and meet the orders in time. The quality and designs are good. **Lea Hofler, Switzerland**



## Chief item of interest: Recycled Furniture

I am a wholesaler and retailer from Italy. I deal in recycled furniture and this is my fourth visit to the fair-I have visited all editions! The quality and designs are good here.

I regularly visit India to buy products in varied quantities. The fair is well organized, even better than Frankfurt fair. I suggest that Indian exporters also work on the pace of their supplying. **Mirco Guido Poma, Italy**

## Chief item of interest: Rugs



I run SMIR Design, a wholesale business in South Africa. I am focusing on the high end market. I used to source my products from China. This is my first visit to India and I am looking for exporters who can make up for even my Chinese suppliers. Though rugs, the category

I deal in have hardly much variety on offer here, the overall experience has been good. I liked the products here, but I feel starting up business with Indians will be a new challenge.

**Sanmari Roets, South Africa**



## Chief item of interest: Large furniture and Linen



I am a retailer and visiting this fair for the second time, I feel exhilarated with my experience here. The variety of products and designs are fascinating. The fabric options, I went through were vibrant and customizable, which further facilitates me to infuse my creativity

into the final product. I also liked the furniture range here.

**Naomi Dart & associate, Australia**

## Chief item of interest: Fabric



I got information about this fair from the British government. In seven years of wholesale business in UK, this is my first visit to Home Expo. I am here to increase wood, glass and tin products in my collection. The fabric quality is great here and we are planning to place orders with little customization in terms of design. The fair is quite small but it is good for first time visitors like me. Above all the culture understanding between the two countries makes things easier for both buyers and exhibitors. Also the Indians give importance to relationship which is missing in China.

**Keith Prymer Johns & associate, UK**

## Chief item of interest: Furniture and Textiles

I am a wholesaler, retailer and E-tailer. This is my eighth visit to an EPCH fair and its always been a delightful experience in exploring the new products and designs. I have been into this business for last ten years and India is my prime supplier base. I basically import from Delhi, Jaipur, Jodhpur and Ahmedabad. I am very particular about quality and am contented with the way EPCH is continuously working for export promotion and exporters' benefit. Among exhibitors I found some with ISO certification. I feel if more exhibitors work on this, the whole export market can flourish at a faster pace.

**Rene Ter Koele, The Netherlands**

## Chief item of interest: Furniture and Lighting



I am a wholesaler and retailer in this business since forty years. I have been visiting EPCH trade shows since last four years. I also source from Vietnam, China, Egypt, Belgium and England. I visit such fairs with a quest to find new products.

**Harry, Canada**

## Chief item of interest: Lighting



I am a wholesaler retailer and am visiting Home Expo for a third year in a row. I feel closely attached with EPCH and its hospitality. Providing profusion of products and line ups under one roof is the USP of this whole event. With every visit I feel more contented and progressive in my business. Though my other suppliers include China, I don't lose a chance to visit India and extend my supplier base here.

**Warren Flat, Australia**

## Chief item of interest: Handicrafts



I am a buying agent for a company in France that deals in handicrafts. My company is a wholesale firm. This is my first visit to this fair, although, I have visited the October fair earlier as well. The quality and designs of Indian handicrafts are very nice. Their designs are unique, new and special.

Coming to the fair makes me acquainted with different faces and expressions of India. There is a special kind of creativity in Indians that forces us to come here again and again. India is a big resource market that meets our demand. I feel India has become a part of me. I just hope that the Indian exporters can fix small details with respect to finishing of the products and delivery time.

**Julien Roche, France**



## Chief item of interest: Gift Items



I am a Home Expo India regular. I deal in gift items and come here to meet my regular suppliers. This time I am also looking for new exporters. I buy Christmas gifts, fine plates, blankets, sinks and glasses. I also give my suppliers my designs and they customize

product lines for us. I also buy from other countries such as Vietnam, Holland, Germany and China.

**Inge Nielsen, Denmark**

## Chief item of interest: Gift Items



I am a wholesaler and retailer, dealing gift items, jewellery and scarves. I came for EPCH's IHGF Autumn fair three years ago and have interacted with Indian manufacturer exhibitors here. This is my first visit to Home Expo India. I like the quality and designs here.

Canvas bags and scarves are nicer than many other items. I have already started placing orders. India is becoming expensive each year but I guess the price is worth the quality!

**Linda Weyers, South Africa**

## Chief item of interest: Furniture, lighting and Home Decor



I have my own retail business based in Chile. I source my products from India, Mexico, Peru, Vietnam and Japan. Though it is my first visit to Home Expo I expect to do good business. I have always been a garments person, and used to visit Jaipur for

the same. It's the quality of Indian products which is making a global impression. Indian products are very much in fashion in Chile. The products have 'some story to say'.

**Pablo Mujica, Chile**



## Chief item of interest: Furniture and Home Decor

I work for Aura, a wholesale business based in Budapest, Hungary. We have been in business for past seven years and cater to high end market.

Though we have been doing business with India for six years now this is my first Home Expo visit. We also source products from China, Nepal and Africa but it's lesser in quantity as compared to India. Indian handicrafts have a nice appeal in our country. The quality and designs that you find in Indian products is unique. My senior colleague will visit the IHGF Delhi Fair in October.

**Karpati Zoltan, Hungary**

## Chief item of interest: Furniture and Accessories

I am a retailer in a business which specializes in Indian



products. So, it becomes necessary for me to venture out for new products and articles every year. My clientele demands new and innovative designs which are hard to find. EPCH fairs have always worked in my favour, providing me with numerous options and sellers. The

products here carry in them a touch of Indian ethnicity which appeals. Unlike China which concentrates on mass production, suppliers here focus on quality, design and price.

**Roloff Karsten, Luxembourg**



## Chief item of interest: Home Textiles



I am a retailer and this is my first visit to this fair. The fair is fantastic. I deal in cushions and bed covers. I liked the finishing of the products. The designs too are unique. I would love to open a joint venture with some of the manufacturers because I think their products fit really well in our

market. I also loved the dresses here and will place orders before the closing. **Elizabeth Chakudunga, Zimbabwe**

## Chief item of interest: Furniture



I am a retailer with focus on furniture. One thing that fascinates me in the products available here is colour combinations and the Indian touch they carry. I loved the various rugs and accessories here and am looking forward to strike a deal. The products are fairly priced in comparison to other markets. Being in the business for over ten years, I keep travelling in search of new products and vendors. All the products available here have the Indian touch and flavour and is my USP as its very much appreciated by my clients. **Christina Photini Antoniou, Cyprus**

## Chief item of interest: Furniture



I am the owner of a retail company named Krishna in Lebanon. I buy furniture made of sheesham and Indian handicrafts from here. I also buy painted boxes, candles, frames and clocks. I have been promoting Indian

products in my country since 25 years. I like the combination of modern and antique look of Indian furniture available here. This is my first visit to Home Expo. I am really impressed with the quality and honesty of my suppliers. I keep looking for new suppliers in each fair. I have now even expanded my business and incorporated Indian textiles. The Lebanon market has a lot of scope for Indian products.

**Sani Warden, Lebanon**

## Chief item of interest: Home Furnishings



I have been visiting EPCH fairs for over six years now. I deal in home furnishing items such as mats, rugs, wooden products, etc. I look for antique designs and wood. I am a wholesaler in Palestine. The fair seems really good. I am also expecting to see new brass items for my imports. I also buy from China and Turkey.

The quality of Indian products is way better than many countries. A shirt from China can be worn for a month and from India for 6 months, that's the difference. Hence, we buy major volumes from India.

**Yousef Baradeya, Palestine**

## Chief item of interest: Outdoor décor items



I am a wholesaler buying from different countries like China, Thailand and Singapore. This is my first experience in India, and I must say I found it quite fascinating. The product range has varied designs and alluring material. I explored that the metal work of Indian products has better quality than the Chinese. I have placed my first order here and am keen to continue my contact with these sellers in near future. One added advantage of Indian market is the communicative skills that the Chinese lack.

**Adam Pritchard, UK**



## Chief item of interest: Decoratives

I am a retailer and my company "Maharani Interiors" deals in decoratives, furniture and artifacts and all my suppliers are from India. This is my third visit and I have to say the products here are delighting. Coming from a country very small in size, I have got many contented customers for my Indian products. Thanks to the variety of products that I find here every time.

I visit. I keep visiting India frequently and share a close fondness with its culture and people. The products portray that whole flavor in them, making it customer favorable.

**Elvira Oleynik Neugodova, Abkhazia, Russia**

