

# Buyers Comment...

## Chief Item of Interest: Home Products

*I am an importer wholesaler and probably one of the most regular visitors to EPCH's trade shows including this one. We deal in almost everything from furnishings, decorative products and furniture. We source 80% of our products from India and rest from other countries like Thailand, Indonesia and Latin American countries. I am keen to visit IHGF Delhi Fair-Autumn 2014 in October. I would like to see more product variety in the future shows.*



**Ian Snow, UK**

## Chief Item of Interest: Furniture

*I am an interior designer and technical consultant from Germany. I am here for furniture and I like the products here. Some suppliers are really good. I have been a regular visitor to this fair as well as other fairs in India. I will also be coming for IHGF Delhi Fair Autumn 2014. I think the arrangement is decent but there is a lack of good restaurants and coffee bars in the vicinity!*



**Marcus Wolff  
Germany**

## Chief Item of Interest: Furniture and Home Decor

*I am an importer, wholesaler and designer, mainly here for furniture and home décor products. I like the displayed merchandize here, specially the aluminum decorative products. I have been to previous editions of the Home Expo and also plan to visit the IHGF Delhi Fair-Autumn 2014. I am happy with the facilities and products in the expo but feel, prices are going up.*



**Brian Chan  
Canada**

## Chief Item of Interest: Home Decor

*I am an importer and retailer dealing in home décor and gifting products. I am a regular visitor to this show and this time I am looking for furniture. I will also be coming for the IHGF Delhi Fair-Autumn 2014.*



**Neeltje Schoeman &  
associate  
South Africa**

## Chief Item of Interest: Home Linen

*I am importer and wholesaler dealing mainly in home linen. I have been visiting the Home Expo since the first edition and this time I liked some rugs, mats and blankets. I came to know about the IHGF Delhi Fair-Autumn 2014 and will surely come for it. I feel there could be more variety in bed linen and blankets.*



**Reynaldo Saade  
Lebanon**

## Chief Item of Interest: Homeware

*I am a wholesaler retailer and deal with medium-end products. I am still trying to collect new items for my collection. I am a regular visitor and have been coming to India since past 13 years. According to me the gap between two EPCH fairs in India should be at least six months.*



**Carien De Visser &  
associate, Holland**



### Chief Item of Interest: Home Decor

*I am a high and medium-end product retailer from Brazil. General decorative items are on my priority list. I am not aware of IHGF Autumn edition; however I might like to visit it. Many vendors are catering similar products but I am satisfied with the quality.*



**Lucas Froes**  
Brazil

### Chief Item of Interest: Furniture

*I am a retailer of furniture & textiles. I liked the wood furniture very much. I am a regular visitor to these fairs but wouldn't be able to come for IHGF Delhi Fair Autumn 2014. We may visit next year.*

**Sally & associate, Australia**



### Chief Item of Interest: Houseware

*I am an importer, wholesaler and retailer from Uruguay. Medium and high end houseware items are on my priority. The product quality in India is better than the rest of the Asian regions, specially China. I am visiting India for the first time and am satisfied with the product range. Variety in Christmas items is missing though.*



**Chris Tsai & associate**  
Uruguay

### Chief Item of Interest: Garden Items

*I am GM of AARTE (Germany). I am a regular visitor at IHGF. I am here for garden items & wood material, and would love to place orders in bulk. Right now, I am taking with me, a rock solid stool. I was expecting some more options to explore but I'm happy to have all these varieties under one roof.*



**M. Stegherr-Zuern**  
Germany

### Chief Item of Interest: Wood Products

*I am interested in every wood item under this roof, as I am dealing in wholesale business of wood. I am a regular visitor at IHGF and will be definitely here for IHGF Delhi Fair-Autumn 2014. Everything is in good position but I would be thankful to the organizers if they can offer some more options in food!*



**John Gower**  
UK

### Chief Item of Interest: Furniture

*I am a regular visitor at EPCH's trade fairs. I have witnessed a well managed fair here and would love to attend IHGF Delhi Fair Autumn 2014. I am happy with the facilities and products in the expo.*



**Giacomo Bardola,**  
Switzerland

### Chief Item of Interest: Textiles & Furniture

*I am Manager, Stone Pony (Sydney). I am not a regular visitor of IHGF fairs, but I am giving applaud to the organizers as this fair has improved since last two years. I am here for furniture, handicrafts, decorative items and jewellery and would love to place orders in bulk. My company is searching for those suppliers who can fulfill our demand in lesser turnaround time and with a policy of zero defects. I am very satisfied with this fair and got some new ideas which I'm going to use in near future.*



**Bounie Johnson**  
Australia



### Chief Item of Interest: Antique Furniture

*I am looking for some antique stuff in furniture, I noticed some good options here and I am thinking to place orders. I am not attending IHGF Delhi Fair-Autumn 2014 due to some business committments but would love to join IHGF Spring next year.*



**Nick Loveday**  
Australia

### Chief Item of Interest: Throws

*I am an importer wholesaler from HADI Enterprises, Dubai. I have been visiting the Home Expo since the first edition and this time I liked some throws. I just came to know about the IHGF Delhi Fair-Autumn 2014 and will surely visit.*



**Stanley Pinto, Dubai**

### Chief Item of Interest: Glass Products

*I am a regular visitor to IHGF since many years. I deal in decorative items. I am an importer of textiles as well. This time, I liked glass material products a lot. Food options can be diversified!*



**John S. Tipton, USA**

### Chief Item of Interest: Lighting & Furniture

*I am a buying agent of a UK based firm. I take care of their bulk requirements in furniture, textiles, home decor & handicrafts. Among display, I liked the lighting & furniture a lot. I am a regular visitor to IHGF since its inception. We have placed 8 orders till now. Our business volume has gone up by 75% in comparison to last year. We have diverted our route to India instead of China. I am thankful to EPCH, who are helping exporters put their best in this fair.*



**Ajay Mago**  
UK

### Chief Item of Interest: Furniture

*I export, import and wholesale middle end tems in Lebanon. I am looking for furniture and antique products. This is my second visit to Home Expo and I have been visiting India since 2007. The product quality here is good as compared to other countries, especially China and Cambodia. Finishing is extremely good in some products. I will be coming for IHGF October'14 too. More decorative items should be added to the products range!*



**Hassan Diab**  
Lebanon

### Chief Item of Interest: Furniture

*I am a fashion designer by profession and here for some B 2 B business. I found some good furniture options. I have been here last year as well and want to attend IHGF Delhi Fair-Autumn 2014 also.*



**Francois-Xavier & associate, France**

### Chief Item of Interest: Home Decor

*I am a wholesaler from Latvia, part of EU. I am here to source home interior products, especially lighting and lamps. New products or designs that are yet to arrive in our market are my main choice. I got to know about Home Expo during a fair in Germany and have been coming here since 2012. As I deal with medium-end market, I need variety of products. I hear about the IHGF Delhi Fair but would need to know more about its product display before actually deciding on my visit.*



**Heino Aire, Latvia**

### Chief Item of Interest: Textile Gifts

*I am working with SONMAYA (gift items). I am here to place orders for some nice stuff of non plastic gift items as it is getting popular in our country. I even finalized a few items. Suppliers here are very helpful and I am feeling satisfied as the fair is nicely managed.*



**Sonu Sajnani, Singapore**

### Chief Item of Interest: Recycled Furniture

*I came here looking for recycled furniture. I like the variety of designs available here. A bookshelf made from old window frames caught my eye. I have been a regular visitor to this show and will also be coming back for the IHGF Delhi Fair-Autumn 2014. I like the arrangement of the fair but it would be better if there was better internet connectivity and wifi was accessible in all parts of the halls.*



**Salazar Patrizia, Italy**

### Chief Item of Interest: Antique Furniture

*I am a supplier who works for France and South African high-end markets. It has been almost 12 years in the trade and I have seen the Indian market expanding. Quality has improved over a period of time. Products are more streamlined; however it needs to be segregated further for easy buying. Though variety in EPCH fairs has improved, antique product manufacturers should come up with more range and unique items. I would suggest that vendors improve delivery systems.*



**Amita Arora  
France**

### Chief Item of Interest: Home Products

*I work with TEXLYNX, my company provides sourcing and marketing services in whole of Europe. We deal in textiles, kitchenware, etc. I have come to this fair with the Indian Team of TEXLYNX. I am impressed with the designs and product development I see here. I have been a regular visitor to this and other Indian fairs/shows. Although I like the products here, it would have been better if there were more of textile and bedding products.*



**Marco Prandoni with India team, UAE**

### Chief Item of Interest: Furniture

*I have a wholesale business in Denmark and I deal in furniture. I have been sourcing products from India since last 20 years. I deal with suppliers from Moradabad and Jodhpur. I have been visiting this show since many years; I might also come for IHGF Delhi Fair-Autumn 2014.*



**Henrik Jensen  
Denmark**

### Chief Item of Interest: Military Styles

*I am wholesaler and deal in mass and medium-end market products. I am looking for industrial style products like military, iron and other hard metal products that are yet to arrive in the Japanese market. We have been coming to EPCH fairs since 2012. We also source from manufacturers from Jodhpur and New Delhi. Facilities are 'ok' but they should rework on sitting areas where one can spend some time.*



**Son, Japan**

### Chief Item of Interest: Furniture and Hotel Equipment

*I am a wholesaler and have been in the business since 20 years and it's been 15 years of my association with India. I regularly visit IHGF fairs conducted by EPCH. However, this visit of mine is limited to buying products for my new hotels, which I am planning to start by the year end. I will be definitely coming for IHGF Delhi Fair; I like to be here. But this edition is having less of EU buyers as compared to earlier editions. I am completely satisfied with the facilities and variety of products. I would rather quote there is 'too much' of variety to choose from, which makes our work difficult!*



**Tamasz Zaczek & associate, Poland**

### Chief Item of Interest: Furniture

*I am a wholesaler dealing in furniture. I am a regular visitor to this show. This time I am looking for both modern and antique furniture. I liked the variety of products displayed. I am particularly interested in bookshelves that I saw. I will surely visit the IHGF Delhi Fair -Autumn 2014. I am very satisfied with the arrangements in this fair.*



**Kim, South Korea**

### Chief Item of Interest: Textiles

*I am a buying agent from Finland. I deal in all home products, specially textiles. I have been coming to this fair since the last editions. I feel this edition is smaller but I think products are more interesting. I was looking for textiles and found some really good cushions and bags made from recycled materials. I will also be coming for the fair in October. It would be nice to have more options in food & catering.*



**Sanna Suomi  
Finland**

### Chief Item of Interest: Old Look Furniture

*I represent BLUE MOON, Canada. I am here for furniture (wooden & metal). I am expecting to have some variety of lamps, lighting, cushions & recycled furniture as well. I am keen to source furniture suitable for apartments. I suggest EPCH to add some more items of outdoor furniture as well.*



**Sylvia Bock, Canada**

### Chief Item of Interest: Almirahs & Lamps

*I am interested in furniture, houseware and decorative items. I'm searching for some recycled furniture. This is my 1st visit here and will be definitely here for IHGF Delhi Fair-Autumn 2014. Everything is in good position but I would be thankful to the organizers if they can invite more vendors here.*



**Haasin Snoussi, Germany**

### Chief Item of Interest: Handmade Home Items

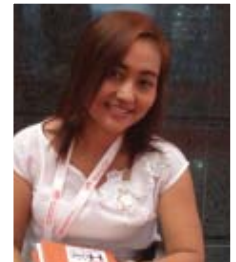
*I have been visiting India since 2008 but this is my first visit to Home Expo India. I am a wholesaler from Germany and I deal in furniture, home décor products and lamps. I cater to the high-end market and am interested in handmade products. However, the current trend in my country is that of industrial designs. I am impressed with the variety of products available here. I was not aware about the IHGF Delhi Fair Autumn 2014, I don't know whether I will be coming for it, as October is high time for sales in my market. The fair is nice but suppliers need to have more indepth information about their competitors overseas.*



**Manfred Winkler  
Germany**

### Chief Item of Interest: Textiles

*I run my own wholesale business in Indonesia and cater to high and medium-end markets. I want to try different products from different countries. I also do business with suppliers from China, Thailand and Singapore. However, designs that I see here are common to Indonesia but the touch and finishing is totally different as compared to any other country. High-end customers demand exclusivity and hence I prefer India market to fulfill these demands. Quality is another concern which gets addressed in EPCH fairs. I hope I will come for IHGF Delhi Fair as I am satisfied with the design and quality of goods. I am also looking for antique and furniture items. Papier-mâché is also amongst my picks as the material and making is completely different from what we get in our country.*



**Eka Sutinem  
Indonesia**



### Chief Item of Interest: Textiles

*I am working with Yara Home(textiles). I am here to place orders for some nice stuff of handicrafts as well as textiles, as Indian products are getting popular in our country.I just finalized an ornate handicraft window and I am taking it with me. Suppliers here are very helpful and I am feeling satisfied.*



**Touat Amine, Algeria**

### Chief Item of Interest: Aprons and Log items

*I am a wholesaler and our company caters to the high-end market. We are looking for Jaipur taste items in terms of design. I have been visiting India from past three years and I am also connected with suppliers from different regions of India. Designs are quite modern but we are unable to locate much variety. I don't know about IHGF Delhi Fair and am apprehensive about it too. It completely depends upon the variety of products and creativity of suppliers.*



**Taku Utsugi, Japan**

### Chief Item of Interest: Indian Home Products

*I am from France and I run an import business. I exclusively deal in Indian products. I have been coming to India since 2005 and to Home Expo since its inception; overall it has been a good experience. I visit India every three months, and my sourcing centres are Jaipur, Jodhpur and Moradabad. The designs are exclusive to India which serves my purpose. The new talked about IHGF Delhi Fair may be a pleasant surprise, if it delivers the way as it is expected to.*



**Francois Delannoy  
France**

### Chief Item of Interest: Furniture

*It is our first visit to this fair. We came to know about it through a supplier and are really pleased with the arrangements at the fair. We are looking for all kinds of furniture. Among display, we liked the industrial styled furniture a lot. We may also come for the IHGF Delhi Fair-Autumn 2014. The only thing that's missing in the show is some Indian food and 'masala chai'.*



**Richard Adams & Irene  
Austria**

### Chief Item of Interest: Bedsheets & Cotton Fabric

*I work for Black & White Co. in Serbia, which is a wholesaler for fashion and home textiles. We cater to the mass market and hence my hot pick from this fair is bedsheet fabric, home décor fabric and other cotton fabric. Most of the manufacturers are offering readymade goods. It would suit us better if we also find fabric suppliers in the upcoming events of EPCH. We might consider coming down for the Delhi Fair only if are assured of the variety and availability of fabric in the fair. So far, my experience India has been great; people here are nice and helpful. Product-wise India is much better place, as compared to Pakistan, China, Korea and Indonesia. Here, one is assured of good design and quality.*



**Branka Bozovic,  
Serbia**

### Chief Item of Interest: Bed Covers

*As wholesalers of all textile material, we are here to source bed sheets, bed covers, cushions, curtains, etc.). We are visiting an EPCH show for the first time. We are happy with the arrangements but , organizers should arrange all*



**Ahmed & Saied, Egypt**



*textile shops in a single hall so that everyone can find them at one single place. We would love to attend IHGF Delhi Fair- Autumn 2014.*