

Buyers Comment

Satisfied with imports from India



"We are regular buyers of jewellery, garments and fashion accessories from IFJAS. We import from India, Thailand, China, Indonesia and Nepal. We are very satisfied with our imports from India. We like the colour, variety and range of jewellery presented at IFJAS and are looking forward to place orders soon."

Bucciarelli Giesusepe, Italy

Seeking direct imports from India



"I deal exclusively in blouses and bead jewellery for my 200 stores. I am here to explore new products. I haven't imported directly from India as yet but have bought Indian products from Hong Kong Fashion Week. I also buy from Columbia, Brazil and China."

Carmen Flores, Chile

Printed scarves best in India



"I have shops in Beijing and Shanghai apart from Canada. I feel that the quality of products here is at par to that in Canada and designs are modern and beautiful. I also liked the handcraft products brought by the artisans. I buy printed scarves only from India as they are the very best. I also import from

China, with India accounting for the entire share in my scarves line. I am very impressed with the arrangements and humbled by the hospitality here." **Naila Juma, Canada**

Looking for unconventional



"I like my visit here but I am also looking for something unconventional. I wish to combine Indian jewellery with beachwear. I have bought blouses from Indian manufacturers on earlier occasions. This time I am here to expand my product base and place orders for jewellery, garments, beads and some

ethnic beach wear." **Andre Vera Gil, Chile**

Impressed by continuous innovation



"I am an e-retailer and wholesaler dealing mainly in jewellery, garments and stoles. I source from India, Latin America and South Africa. I am a regular visitor to EPCH fairs in India and buy in large quantities as products I source from here are popular in Spain. I am impressed by the continuous innovation that I see in India, particularly at IFJAS and especially like the fact that producers are willing to experiment rather than stick to classical designs." **Teresa Pastor, Spain**

Bangles from India



"I am a retailer dealing exclusively in bangles and importing 100% from India. This is my 5th visit to IFJAS and I am planning to include sourcing of scarves as well. This time there are artisans and other craft cluster exhibitors as well but we as always seek our regular suppliers."

Kelsey Hutcher and Lauren, USA

Broadening product base to include horn & bone jewellery



"I mainly deal in home textiles, viz. towels, bed sheets and kitchen textiles. While 40% of my imports are from India, rest is from China and Indonesia. Being a constant visitor at EPCH trade shows, I observe that the real competition among Indian artisans lies among themselves.

Whoever can offer superior quality will have a breakthrough in the European market. Due to a demand in my domestic market I am here to buy jewellery in horn & bone material combined with jewels and more flower based accessories." **Wybo, Belgium**

Perfect in all aspects

"I deal mainly in fashion jewellery, accessories and scarves. I also buy furniture. This is my first visit to the fair but I have been constantly importing from India from various regions of Jodhpur, Moradabad and Jaipur. I buy 100% of my imports from India. I am a wholesaler retailer. I find the products bought up till now to be perfect in all aspects and I must say that quantity is getting better and better every year." **Iveta Mortukane, Latvia**

Seek variety in leather



"I deal in fashion jewellery of all sorts – rings, earrings, necklaces, bracelets, etc. A first timer at the event I delighted at the range of designs that I found here. But there are not many items in leather. I got to know about this fair from a Delhi based buying agency."

Brigid Rosemary MacLaughlin, Australia

Here for Spring Summer Collections



"This is my fifth visit to an EPCH fair. I am mainly interested in jewellery, bags and stoles and am happy with the design and material used here. The quality is variable though. I am here for traditional Indian products, for contemporary ones I prefer China. I import mainly for my Spring and

Summer collections from India. I travel across the world from France, Italy to US, Hong Kong and Philippines and I am happy to be here as well." **Kiyohito Fujisawa, Japan**

Like the innovation available in India



"My company with branches in Qingdao, China and Hanoi, Vietnam, deals in fashion jewellery for wholesale in the domestic market. I like the designs available in India in terms of innovation, range and finesse but found the price a bit on the higher side. My company imports from India, Korea, China and

USA." **Jae Hoon Cho, South Korea**

Good business atmosphere



"I am here with my sister here, looking for manufacturers. We are mostly interested in textile bags and jewellery. We are very pleased with the ambience and the quiet atmosphere, so good for business. We've been doing business with exporters from Jaipur on a small scale but this is our first visit to IFJAS. A

friend introduced us to this fair this very year. We see that quality of the product is very high. We are looking for more of patterns and designs. Alternatively, we import from Italy and Indonesia. **Frances, Australia**

Thank and congratulate our valuable patrons on the progressive business



Mr. R K Verma
Director, EPCH

In this 8th edition of IFJAS, the positive step to bring in the primary producers in our loop, has been very effective and useful across the value chain, from the producer to the buyer. When the buyer visits the primary producers – many of whom are from remote areas, both parties realize the importance of the

exporters who bridge the gap between the buyer's expectations and the primary producers' capabilities.

I thank all our valuable patrons and congratulate them for the progressive business conducted. I also invite all our buyer friends to visit us again for the big show - IHGF Delhi Fair, Autumn 2015, scheduled from 14-18 October 2015.

Trade expo is promising



"The trade expo is promising not just for increasing business but for also building relations. Production is limited in terms of fashion accessories but the variety that is offered is very promising."

Kamiyaka Yoshiaki, Japan Textiles Importers Association, Japan

This visit was to enhance the trade relation between India and Japan. Mr. Kamiyaka is responsible to promote imports from India in Japan which is currently very less at 1% and wants it to be at par with China which is at 75%.

