

VISITING BUYERS ON IHGF DELHI FAIR

Perceptions, Observations, Purchases and Future Planning ...

Prime Interest: **Scarves, belts & bags**



I have a company called Harmony Culture that deals in scarves, belts and bags. I prefer Indian handicrafts as they appeal to my customers. My wholesale business is spread across entire Europe. I've been attending this fair for past five years and can clearly observe the growing vastness

of the fair. Addition of Home Décor section has increased the variety in the fair. **Fermin Rodriguez, Spain**

Prime Interest: **Home decor**



I own Massivmobel24, Denmark. I love doing business with India. I am here to shop furniture and home décor items. These items produced by Indian artisans and manufacturers are hugely popular in Denmark. These are of good quality and the prices are not exorbitantly high thus

giving a good value for money. The organizers have put up a dazzling show and it gets better and better with each edition. **Patrick Schneider, Denmark**

Prime Interest: **Textile products**



We own a shop called Lajtha and are here to source textile products. IHGF has such a sprawling and gigantic spread out. We are really fascinated with the textiles, pouches and bags we see here. Looking forward to visiting IHGF in Spring.

Tomomi Morita, Japan

Prime Interest: **Leather bags**

I am a small-scale online business owner, viz., Artentic.com.



What piqued my interest in the stalls is the detailed variety of leather bags and similar products. I appreciate the well-defined oriental design of the products, as well as the handmade quality. I feel many displayed products in this category are on a world-class level.

Lacek Magnuszewski, Poland

Prime Interest: **Antique reproductions**

I am a wholesaler from, USA and my company is Kelly Reed



Antiques. This being my first visit to IHGF, I was unsure of

what to expect but services and accommodation have far surpassed our expectations. I am impressed with the range as well as creativity of the product lines. I came here to source home décor items and gifts and have already placed orders. Prices and quality are competitive enough. **Montana James, USA**

Prime Interest: **Wood furniture**



There is a good market for Indian products back in

Iran and the market for handicrafts has only increased in the last three years. With the internet, these products have become easily available and more popular. I like the quality of the products. I congratulate EPCH on such a grand fair. **Mehdi, Iran**

Prime Interest: **Home products**



I am the president of Indigo Décor based in Poland with other branches across the globe. I am a 12 years regular at IHGF and am here for fine quality furniture, home décor and textiles. In Poland these product lines are

booming now. Other countries from where I import are China, Bangladesh, Pakistan, Vietnam and Indonesia. Improvement in quality and innovations are reasons why Indian market is doing well in Poland. Another edge India has over big markets is that, sellers are flexible in terms of order quantity. This minimizes the risk involved for the buyers. In terms of pricing, Indian products range from affordable ones to premium. **Harish Lalwani, Poland**

Prime Interest: **Furniture & decoratives**



I am with a team of colleagues, representatives of Amy's, a company which deals in hotels, furniture and design companies. We are looking for furniture, decorative items, lamps and pillows for our market. We found good

designs with potential to be even better. For that manufacturers must hire design experts as well as technology to perfect the finishing. As far as Taiwan's market is concerned, there has been a marked rise in imports for these products vis-à-vis other countries. We are delighted with EPCH's services such as food, transport and accommodation which are not provided in most other fairs. **Tony Lin, Taiwan**

Prime Interest: **Fashion accessories**

I am the owner of 4Queens which deals mainly in fashion accessories and jewellery. I am a veteran at IHGF with my first visit back to mid 1990s. Over the years I have made contacts with suppliers and share a good rhythm with them. Other than India, I buy from other Asian nations only. In spite of slow economy in my home country, there is a steady



demand for my kind of products which is because quality products always have a market. Buyers back home want nickel, cadmium and lead free products which many in India are not able to guarantee, perhaps due to lacking technological know-how. But these should improve soon.

Roula Karyotou, Greece

Prime Interest: **Costume jewellery**



I have a home textiles business in Israel by the name, Badim. We deal in costume jewellery and scarves. I am a regular visitor to IHGF since five years now but still I am quite impressed by the new infrastructure and the organization of sectors. Increase in number of inquiry desks has made the

navigation a lot easier and quicker. I am looking particularly for handmade products, wooden crafts, cushions, embroidery work and block print products. Indian products are quite in demand in Israel. Customers like the beauty of the craft and the precision of the work done.

Guy Shani, Israel

Prime Interest: **Lighting and tabletop products**

My company - Light and Living, has already established centers



in Europe since three years now. I am very enthusiastic about the sprawling venue at IHGF, numerous stalls and a variety of goods at hand. I estimate shipping of at least 15-20 containers of products sourced through this fair.

Lisa, USA

Prime Interest: **Gift items**



I represent Boltze, a German company. It's been 10 years of association with IHGF and I have made reliable suppliers in this course of time so I am rarely disappointed. The aesthetic appeal of Indian products lure customers in Germany but the finishing becomes a bit

of a hindrance. I love the organizers' effort to put this 'mega-show' of a fair and expect it to grow bigger and better next year. **Nils Daube, Germany**

Prime Interest: **Kitchenware, wall hangings, décor**



We are here mainly for small handicrafts and home & gifts items such as kitchenware, wall hangings, décor, etc. These items are popular back home in England, interestingly among tourists there from all over the

world. Besides India, we also source from China. While China is more mass production oriented, Indian markets offer more hand-made items. We see a lot of promise in Indian producers and market. **Andy and Susan Nichols, York, England**

Prime Interest: **Home decor**

Home Harmony is our retail store in Turkey, dealing in home décor products. We are impressed by the quality, artwork and organization of this show. The facilities are very buyer friendly, making our work more easy and quick. We are quite particular about the design and material of lamps. We are still making enquiries and hope to sign contracts soon. **Ozcan and Qzge Agaoglu, Turkey**



Prime Interest: **Fashion jewellery and accessories**



I have a fashion company with an Indian name called Bangles of Bombay- suggestive of the fact that we deal in Indian jewellery, scarves and bangles. Having been a visitor to IHGF for past four years, I feel the familiarity when I visit, right from the bright lobby area. I prefer

to deal with businessmen who have their offices in Delhi as I often visit Delhi. I am very happy with the facilities and the organization. My company attracts many American buyers and it is the Indian craft and quality which does the main work. Few business deals have already been signed.

Kelsey Hutchins, USA

Prime Interest: **Home furnishing**



I am an interior designer from China and also have an online store that deals with home furnishing items. My business is based in Korea and I will soon expand it to China. I am quite impressed by the craftsmanship. I've frequented fairs in China and Paris. I believe that India has lot

of talented designers and good factories. I have already placed orders for linen with block prints and few of the marble products. The quality and variety in the fair have certainly made me hopeful for making more good business deals.

Teo Yang, China

Prime Interest: **Bath linen, mats and towels**

This is the 3rd time we are visiting IHGF and find it much bigger this time. The products are new and interesting. We are looking for bath linen, mats and towels and are also interested in décor products but the negotiations with exhibitors have not been as smooth. We need small quantities



considering Sri Lanka is still a growing market. Only two or three exhibitors have been flexible to our demands, others are catering volumes to bigger buyers from Europe. Few have said they will get back and see if they can consolidate any running orders with ours.

Thakshila and Buddhi, Sri Lanka

Prime Interest: **Textile products & gifts for men**

I am looking for textile products and gift items for men. I am a wholesaler based in UK and have a sourcing office in Delhi. I outsource the purchasing to my Delhi office, and import the products in UK to sell to the wholesale dealers there, especially to the ever growing number of dealers interested in metal, decorative items from Moradabad. I am extremely happy

with the varied range of products in the fair, and find it way busier than the last few times. **Michaela Davies, UK**

Prime Interest: **Jewellery and garments**



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.

Katarina, Sweden



Prime Interest: **Quality mats, rugs, cushions & carpets**

I am a wholesaler from Itoga Co. Ltd. which is based in Shimane, Japan. This is my first visit to India, so I was unsure what to expect from India and IHGF but am pleasantly surprised. I like the variety that the exhibitors offer. These products have a fairly steady demand in my market. I congratulate the organizers for putting up a brilliant show.

Masaki Itoga, Japan

Prime Interest: **Handicrafts and furnishing**



I am an importer and have visited the IHGF about 15 times now. I am interested in the handicrafts and furnishing and home décor items to be sourced for my traders across Japan. I love the beauty of Indian handicrafts and locally made products. I observe that this edition is an

improvement over last year in terms of product variety.

Tanaka, Japan

Prime Interest: **Cotton products**



We run a textile firm with the name Dohara that means 'many layers'. The name defines the multiple uses of products in our firm that is divided into two segments. First is commercial while the second segment is a NGO

that provides work and education to needy. Commercial section deals with luxury items like blankets and toys. They are all cotton products. Money earned in this section is further sent to the NGO block. **Paula Mc Lean and Susan Mc Gowan, UK**

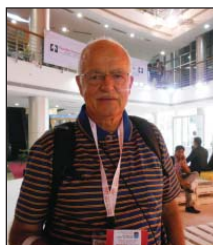
Prime Interest: **Garden décor**



I am quite excited to discover new products here. I own a shop in Brazil-La Mancha which is probably the first and the biggest shop selling Indian products there. I am here for garden décor products and products with religious iconography. I source my religious

figurines from India and Nepal. For furniture and carpets, I prefer Pakistan, Turkey and Indonesia. I like the quality of products on display here and am quite amazed at how big the fair is. **Valdimico Diogo, Brazil**

Prime Interest: **Metal and tin**



I am interested in metal and tin products. I have already chosen quite a few products and placed many orders. I liked the design and quality of products on display here. Mainly, I source from China and India. But I feel products from India are better because the quality of metal

found here is much better. **Irvin Hooper, USA**

Prime Interest: **Badges, emblems, etc.**



An American of Indian origin, now a permanent resident in Fremont-California, I have been in this business since 20 years. My interest is for badges, emblems, family crests, ceremonial flags, etc. These are popular and have a steady demand in my local market in USA.

S K Mehta, USA

Prime Interest: **Furniture & textile products**



I deal in furniture as well as textile products such as bedsheets, curtains, cushion covers. I import only from India and China. These products have high demand in France. Although China's prices are more affordable, I am satisfied with the products at IHGF and am willing

to pay more for quality and creativity. I suggest that the Indian market can improve in terms of packaging, shipping, delivery and logistics. **Julian Roche, France**

Prime Interest: **Garden products**



We have visited IHGF at a stretch for 16 years and now we are here after 6 years. We are importers of Indian products pertaining to the desert leisure company- Dubai Garden Centre. Our import figures for this year have amounted to at least 10

containers from India. We are thoroughly impressed with the vast improvements in infrastructure and the variety of products. **Danny Powell and Lito Dimaculangan, Dubai**

Prime Interest: **Shawls, jewellery and tunics**



I manage my fashion business in Kazakhstan and Bulgaria while I live in Ireland. I source shawls, jewellery and tunics for a -Lauren's Collection. Having been a regular visitor to the IHGF fair, I can point out changes and

improvements in the fair. I clearly see the fair growing and improving. My buyer is really happy with the quality of Indian products. **Vitalina Mc Shane & associate, Ireland**

Prime Interest: **Lifestyle & home décor products**



We are interested in lifestyle and home décor products available globally, ranging from kitchenware and décor to textiles, and seasonally available products. We find the products here extremely beautiful and

more innovative than ever, especially the hand-made and crafted articles. Our market is the mid-West and Central US regions. **Rick & Kate Anderson, USA**

Domestic buyers keen to source from exporters

Prime Interest: **Textile products**



Owner of Mihira Inc., I am based in Delhi, and have been a regular IHGF visitor since 20 years now. As a wholesaler to clients in USA and UK, I buy textile products such as cushion covers, table covers, curtains, bedsheets and other interior products. I get inputs and sample designs from my

overseas clients and communicate the same to manufacturers. While business is slow in UK currently, it is going strong in USA.

Anita Verma, Buying agent

Prime Interest: **Home decor**



In this business of home decor since the past ten years and visited IHGF since 3 editions. I exports to all parts of the world but majorly to the US. I am keen to see some innovation because the raw material available in the country is simply fantastic. **Vandana, Delhi**

Prime Interest: **Handicrafts & gifts**



I have attended IHGF before in the capacity of a buying agent. I am here as a domestic retail volume buyer. I have experienced a 200% growth in the last two years within India itself so I decided to stick to this home market. I am

interested in gift items and handicrafts

and am quite impressed with the whole gamut of products here. I have been able to strike a few deals. I feel the Indian market has grown. Online platforms like Pepperfry and Urban Ladder are doing a good job and the entry of retail services online have changed the rules of the games. Manufacturing and marketing have to catch up fast. There is need for exhibitors to innovate. Despite that, India remains the best place for handicrafts, followed closely by Vietnam. I am happy with the few deals I have made here and the opportunity to study trends as well. The fair is fabulous and participants here have products to suit all levels of the market.

Aditya Ramani, Jaipur

Prime Interest: **Lifestyle products**



This is the first time that we have come to source from this fair. We own a showroom of furniture and lifestyle products in Bangalore, and generally purchase products from Delhi, Chennai and Mumbai, and have been to the leather fair of Hong Kong and Bologna several times for sourcing. We absolutely love the way the IHGF has been organized and the manner of the exhibitions.

Jayanti & Zeshan Bhattacharya, Showroom owners

Prime Interest: **Antique look products**



This is our first visit to IHGF. We heard of the fair from friends in the industry. We are here for antiques, chandeliers and other such artifacts. We are quite excited with the kind of deals that we have been able to break through and

compliment the exhibitors on the good quality of products that they have availed to buyers. We also source from China.

Junaid and Mansoor, Art House, Mumbai

Prime Interest: **Home lighting**



I am here for home lightings and I also export. I feel that designers need to move beyond regional preferences as products from one area tend to always be similar. The quality of the products is quite good. **Deepak Sharan**

Prime Interest: **Wood products**



I am quite a regular at this fair, this being my 5th time. I am looking for wood products, decorative items and wall art. I have a shop in Karol Bagh where I sell to overseas buyers mostly. I also have a manufacturing unit and am able to sell my products without having to export,

considering Karol Bagh has around 1000 hotels which are always teeming with buyers from Europe and Russia. I feel that domestic buyers at the fair are few because they do not buy in bulk like overseas buyers. I also source from Saharanpur, Moradabad and Jodhpur and do not need to source products from out of the country as our artisans are more gifted than anywhere else.

Maninder Chawla, Showroom owner