

VISITING BUYERS COMMENT ON IHGF DELHI FAIR

Perceptions, Observations, Purchases and Future Planning ...

Prime Interest: **Case Goods in Wood**



I represent IKEA, based in Houston, USA and am here on invitation from a manufacturer in India. I am looking for fine furniture, wood cases and other storage items. I am very impressed by the ambience and efficiency of the fair.

The staff is very helpful too. Stalls are big and aisles are spacious & uncluttered. In terms of buyers, the fair is not too crowded which is good because it means there are dedicated buyers. I congratulate the organizers for their outstanding efforts.

Lance Roland Isenhour, USA

Prime Interest: **Festive Products**



This is my first visit here. A colleague who visited IHGF in the past recommended and here I am looking for festive products and interior items such as home ornaments, vases, glass and mirror items, wall hangings, candle

and tea light holders, etc. The demand for these is fairly good in Denmark. I find the finishing of these items much better than those I've purchased from other countries in the past. Another thing I have observed is that Indian goods are not so uniform in terms of finishing as they are heavily reliant on hand labour and skills. I find the fair very grand and well planned.

Tina Jeilsoe & associate, DENMARK

Prime Interest: **Home Decor**



We are visiting the show, 2nd time in a row and it looks beautiful. We have about 300 stores in Germany buying from us. Other than Delhi, we buy our products from Indian

cities of Moradabad, Jodhpur, Chennai, and other countries like Poland, China, Turkey, Spain, and Germany. And of course, we love what we get in India, that's why we keep coming back here.

Martin and Sonja, GERMANY

Prime Interest: **Home Decor**



This is my second visit to the EPCH fair, though I have been associated with Indian handicraft markets since the last 6 years. I mainly deal with decoration items, gifts and textiles as well. The Spring Fair does uphold the same standards as the last Autumn Fair. Overall,

this has been a good fruitful experience so far, although it has been difficult to maneuver through few mixed stalls. I hope to be a part of IHGF in the near future too.

Jesper Zeiloth, SWEDEN

Prime Interest: **Wall Items**



I am the Product Development Manager of New York based Azure Home and am on my first visit to this fair. We are importers, exporters and manufacturers. I am here to buy wall items like photo frames, mirrors and decoratives. Indian goods are more personal, unique and

organic since they are mostly handmade. This is probably why they are on the more expensive side. The fair is very well organized and the facilities provided are superb.

Anna Vaskevich, USA

Prime Interest: **Sustainable Products**



This is my first visit to India and to IHGF. I love this fair as it offers great variety and designs. I deal in home wares, sustainable and natural products, cushions, bags and candles. In Australia I run a company by the name butterflymoon. I have attended different trade shows in Paris and France and EPCH fair is also turning out to be equally good in terms of product quality. I wish to

extend my business to New Zealand and this fair is helping me find the right products. Australian customers look for subtle Indian products and therefore we look for unique handmade products. Shipping from India is profitable and exhibitors here have been very supportive and friendly. I will definitely come for more jewellery and textile products again. **Steven, AUSTRALIA**

Prime Interest: **Home Decor**



I am a designer of home accessories at Eightmood. I am here to buy good quality home décor, textiles and fabrics. Although this is not my first trip to India, this is my maiden visit to IHGF. Home décor is like fashion, it keeps changing, that's why we always seek different products. We import mainly from Asian countries – China, India and Thailand. As a home accessories company, we have concepts – modern, Scandinavian, rustic and classic. For different themes, different imports from different countries are required. Sometimes we just make hybrid products from products imported from different countries. This fair has been good for me and I hope to visit again next time.

Matilda Lundgren, SWEDEN

Prime Interest: **Home Decor & Fashion**



My company KDO DKO are wholesaler retailers for fine Indian handicraft products ranging from home décor to fashion accessories. This being my first visit, I was quite unsure of what to expect. I give a big

thumbs up to the organizers for putting together a fair of such massive scale. In comparison to other markets such as China, products here have better quality.

Frederic Pascalon, FRANCE

Prime Interest: **Fine Furniture & Rug Items**



We are here to buy fine furniture, rugs and carpets too if they are good. These are high in demand in UK.

This being our 4th year of

visit to IHGF, we can say that there are noticeable improvements in terms of fair organization. Things have changed for the better. Besides India, we also source from Vietnam and China. Indian goods have an edge due to their focus on quality, finesse, finishing and also due to the fact that they involve a lot of hand labour. We love India and EPCH fairs are always a good experience for us.

Jon Borkowy & associate, UK

Prime Interest: **Smoking Accessories**



I have been coming to this fair for over 3 years now, and I came here to look for something different this time, like some smoking paraphernalia, smoking bongos and smoking pipes. There is a huge demand for such Indian products among the buyers in South Africa. I love the fair this time; it's a lot bigger than some international fairs that I have seen.

Glynnis Arender, SOUTH AFRICA

Prime Interest: **Home Textiles**



My company deals in wholesale of accessories and home décor products – pillows, cushions, linen, etc. I feel these products' pricing is extremely good and competitive, given their quality. I also buy from China and USA but the best deals come from Indian suppliers. In terms of

style too, Indian goods are unique. Here, I like the feel and ambience of the fair. Things can improve if more manufacturers commission European designers while planning for future sourcing seasons. **Alejandra Gomez, MEXICO**

Prime Interest: **Fine Jewellery**



I am from Cleopatra Trading Limited., UK. I am interested in jewellery, fine handicraft products and textiles. I have visited close to 20 editions of IHGF and have seen how it has changed with time. I thank EPCH for their initiatives towards making this fair buyer friendly. Even the products are getting better and also increasingly catering to

international demands. **Dr. Farshid K. Zanozi, UK**

Prime Interest: **Furnishing**



We are the owners of Zenobia Store in Italy, and we have been a part of IHGF for the last five years. We mainly deal with home furnishings, and we source our materials from Jaipur. We prefer our works with an Italian finesse. The prices are relatively fine as compared to other international

markets. Overall, we are impressed with the fair and are glad to be a part of this year's expo. **Sylvia and Maria, ITALY**

Prime Interest: **Textile Products**



I am the designer and partner of Lucky Boys Sunday and I am from Copenhagen, Denmark. I have been sourcing products from India for quite a few years. I mainly deal with textile products. Though this is my first visit to IHGF I got a first hand opportunity to see the range of products in

India. I have come across a few surprises and am genuinely thrilled to be a part of IHGF Spring Fair 2016.

Camilla Korschen, DENMARK

Prime Interest: **Home Furnishing, Furniture, Shawls**



I am happy with my association with IHGF and this is my fifth visit. I represent Tokyo Kankan Co., that deals in home furnishing, furniture and shawls. We import from African countries like Kenya and Asian countries such as Indonesia, Philippines, Hong Kong and Korea. We buy

from different markets with expectations of different types of goods. African producers specialize in tribal and pre-medieval prints and patterns whereas Asian markets, including India are more inclined towards hand-made products which are more contemporary. Indian manufacturer are showing major improvements. **Yusuke Ohshima, JAPAN**



Prime Interest: **Crafted Products**



My company is based in Brazil. I hail from Turkey, and this is my first visit to IHGF. I mainly deal in crafted decoration items. I have been to other international markets, including Europe, China and the US. In comparison to that, here I see good craftsmanship and pricing of the Indian products. Though I wish for lesser import duties in Brazil, it has been a great sourcing experience so far in this year's Expo.

Akin Uyar, Brazil

Prime Interest: **Textile Home Products**



I am a wholesaler retailer running a company called C & S products. I have been attending IHGF fair since past 8 years and I can clearly see the fair getting bigger and better. I deal in products like T shirts, hoodies, cotton or canvas bags, aprons, cushion covers and tea towels.

Our company is also appreciated for leather products and Indian Jute is highly popular in England. C & S products also customize products by providing different types of printings such as screen, digital and colour printing. IHGF has been a good platform to fulfill all our product demands.

Sarah Fox, UK

Prime Interest: **Handicrafts and Textiles**



I head a company called Capricho, based in Spain and dealing in textiles and handicraft goods. I prefer to source from India as what I get here are distinct and different from those I get from Thailand, Nepal or Indonesia. There is no comparison as such as each market is

different, and one goes to different markets with different expectations. For me, it is a matter of priority. But when it comes to handicrafts, India is the 'go-to' destination. The Indian market is looking good for the near future. **Mohcen, SPAIN**

Prime Interest: **Home Furnishing**



My association with EPCH goes way back and this is my 24th or 25th time at the fair. I own Karma Living, a company which imports mainly home furnishing products and additionally anything else that catches my fancy. Back home, there is a huge demand for my products. My other

sources of import are based in Peru, Mexico, Thailand and Turkey. Indian goods stand out because they are hand-made. My buyers don't mind their slightly expensive cost as value is important for them. The conditions in which the goods are made, the way they are made, their quality and integrity and their authenticity makes them stand apart. **Taitz, USA**

Prime Interest: **Home Decor & Textiles**



I am from North Carolina, America, and have visited the EPCH fair since the last two years. I run a wholesale store of fine floor coverings and accessories, including home décor and pillows and textiles. We do source our products from China, and the selection there pales in comparison

to products showcased here. The fair here is well-organized, and we do wish for more food stalls in this huge venue. I will be surely coming back next year. **Jason Sumner, USA**

Prime Interest: **Cotton Products**



I deal in cotton products for my company called Dohara. Our business is spread in countries like London and Dubai. I have travelled all over India in order to pick up finest Indian products. EPCH fair makes the communication much easier as I can visit different

suppliers at one place. The profit of our company is also transferred to an NGO in Bangalore that educates underprivileged children. I deal in cotton products like blankets, garments and bed sheets. Exhibitors are very helpful here.

Paula McLean, UK

Prime Interest: **Wall Products**

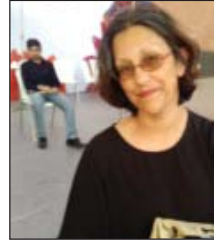


This is my 15th visit to IHGF and this fair has changed a lot over the years. The size of the event, exhibitor stalls and innovation of items has got a major boost.

Correspondingly, the efficiency of services has bettered. For busy buyers hard pressed for time, information is easily available and the direction boards are very helpful. I look to buy wall products - wall hangings, mirrors and other decorative items. The demand for these is good in my home country, the Netherlands. My other import market includes China, Thailand, and Vietnam but when it comes to handicraft, I rate India very high.

John Van Wolferen, NETHERLANDS

Prime Interest: **Lighting Products**



We are importers, exporters and manufacturers of lighting products & accessories. This is my first visit to India as well as IHGF. My company came to know about this fair through a newspaper and sent me to here to see if manufacturers here can offer good business

opportunities. I find the fair very efficient and well managed with well categorized stalls. **Alison, AUSTRALIA**

Prime Interest: **Home Decor**



This is my 2nd visit to the IHGF, the last was about 10 years ago, and I have to say that the fair has turned into an amazing place! I have my local home decor Russian markets to sell the products in. We get a lot of products

from China, Italy, Portugal, Spain, and Japan too, but personally I love the cultural influence that the Indian products bring in.

Michael & associate, RUSSIA

Prime Interest: **Brassware**



I am owner of Antep Sepeti, a manufacturing, wholesaling and importing company, based in Gaziantep, Turkey. We deal mainly in products of all variety made from brass. Till recently we used to manufacture only but now we are starting to import as well. This is my first visit to India and IHGF. I came to know about this

fair from the internet and decided to pay a visit. This trip has revealed to me how much India has to offer in terms of the quality, finish as well as creativity. The efficiency of the organizers has ensured that buyers feel comfortable. **Cihan Kocer, TURKEY**

Prime Interest: **Well-crafted cushions, home linen and brass**



This is my 14th visit to this fair and I am delighted with the organizer's efforts to put up such a mega event. I am a wholesaler from Colombia. This is the first time I will be purchasing lighting products. Other than India, I import from China and Singapore. I find the quality of the goods very good. **Cristina De La Espriella, USA**

Prime Interest: **Board Games & Trick Items**



We are looking for good hand crafted wooden items – board games, trick items, perhaps even animal figures. India is the only market from which we source our products. But mostly, we manufacture our own goods. Products

exhibited here at IHGF have given us more ideas. It has been a good experience so far and we are glad we came. **Constantin Geduldspiele & associate, GERMANY**

Prime Interest: **Furniture & Textiles**



This is the 2nd time that I have come to the Delhi Fair, and it is such a huge affair! I am based in London where I have a retail store called the N-Square Studios selling furniture and textile articles, and we are expanding it online very soon, so we will be selling in India as well as in London. I

have been to some fairs in Germany and Vietnam, and have orders coming in and going out constantly. **Nikita Popat, UK**

Prime Interest: **Metal Crafts**



I am the Director of Accessories Development in Markor Furnishings Retail, China. I have visited the IHGF before also. We deal in home accessories, textiles and metal craft.

Having visited other international fairs in China, Las Vegas and Atlanta, I observe that products in India are relatively well-priced. This year's IHGF has been quite productive. **Shauna Ann Snyder & associates, CHINA**

Prime Interest: **Furniture & Lighting**

I am the owner and manager of IGOR, a wholesaling and manufacturing company. Furniture and lighting products are my main interests. From countries like China, Indonesia, and other parts of Asia, I buy machine made goods but India is my destination for handicraft products. The finishing of these goods is brilliant and the built is solid too. I



have noticed that, the stalls are getting bigger and this is a good move. **Damien Claeys, BELGIUM**



Prime Interest: **Furniture**

I'm the General Manager of Alhambra Inc./ Eclectic. I am from New Mexico and Colorado, U.S. It has been a long 15 years of association with IHGF. The furniture in IHGF fair has been world-class in terms of design and skill. Its good pricing easily shoots up in the international market. **Robert Vander, USA**



Prime Interest: **Fashion Garments**

I am based in Argentina and this is my first time in Delhi as well as IHGF Spring Fair. I am mainly looking for fashion garments for women. Though I have enjoyed browsing through and there certainly are interesting craft and designs that I came across but I found cost for some of them a little high than my liking. I still feel I should be coming back next year. **Vincente Abel Ritorto, ARGENTINA**

Prime Interest: **Furniture and Accessories**



I have done business in Shanghai and Singapore in the past and I am happy to inform that this fair has far exceeded expectations in terms of the segmentisation. I appreciate the way products are arranged categorically and nothing is out of place-facilitating easy browsing. These small details are going to be the game winner for India. **Sally Muir and associate, SOUTH AFRICA**

Prime Interest: **Handicrafts and Furnishing**



I own Philadelphia Estate Lighting and Accessories, Philadelphia, USA. I have been a regular visitor at EPCH fairs for close to two decades now and am back to the fair after a gap of 3 years. At IHGF, stall organization is the best improvement as proper directions and signboards help reduce waste of time as one searches for certain stalls. The products in India are very good and the best part is they are getting better every year. With regard to pricing, the Indian market now has an edge as prices are going up in China, India's main competitor. **Eddie McGowan, USA**

Domestic volume buyers keen to source at IHGF Delhi Fair-Spring 2016

Prime Interest: **Exquisite Collections**



I am the owner of Scarlet Splendor Designs Pvt. Ltd. I am based in Kolkata and this is my second visit to this fair. My primary dealings are focused on luxury brands and relative exquisite collections with an Italian touch to them. I have been browsing the products showcased here and must I say, the manufacturing quality is top-notch. Though I mainly focus on the domestic dealings, I have had a fairly good experience at the fair. **Ashish Bajoria, KOLKATA**

Prime Interest: **Home Decor**



I am owner of Shilpam Craft, an online store where I offer items like candles and plates. I wish to expand my business horizontally and I am willing to include three more categories. It is for this purpose that I have come to this fair. The exhibitors are very helpful and are also willing to describe their products. I have already signed deals for kitchen decor, hanging lights and pottery products. I am happy to be a part of this fair. **Arpita Gupta, DELHI**

Prime Interest: **Home Decor**



I own a home decor retail store in Delhi by the name of Kainaat which will soon be expanded for e-commerce. We also work for projects that our clients hire us for, and the fair provides us with the ideas and artisans for that. Every year, the fair gives me more business and I do the same for the artisans. **Neeta, NEW DELHI**

Prime Interest: **Home Decor & Furnishing**



I have a retail store in Bangalore that caters to home decor, furnishings and lights. I have been to several business fairs in Thailand, but this is my first visit to the IHGF, and I am so amazed at the huge variety and beauty of products at display. Except Delhi, I often source my products from Thailand and Indonesia. I am quite excited about IHGF now. **Anu Asar, HYDERABAD**

Prime Interest: **Handicrafts**



I am the owner of a contemporary handicraft boutique, Manglam. I mainly deal with the ethnic handicrafts, furnishing and carpets. Since IHGF allows domestic buyers like me to engage in dealings with the foreign exporters, such a grandiose platform of the Expo enables us to increase the domestic dealings amidst the vast network provided by EPCH. I sure hope to be apart of it in the coming months.

Gopala Gupta, HYDERABAD

Prime Interest: **Ceramic Products**



I own a manufacturing facility and this is my first visit to IHGF. I have been to other international markets as well, including those in Sri Lanka. Compared to the latter, the pricing of the products displayed in the IHGF is relatively better, and since it does not compromise on craftsmanship, it helps the domestic market as well. I am looking for potential suppliers for ceramic products. **Amrud Patel, AHMEDABAD**

Prime Interest: **Home Accessories**



I have a retail store opening shortly in Shahpur Jat in Delhi. I deal in home accessories, garments and new products that suit the taste of my customers. I have been coming to the IHGF Delhi Fair for 3 years now, and it has been a grander affair every time. I generally travel to various places in quest of my 'hand-picked' products, but this fair is my must-attend event. **Ruchika Anand, NEW DELHI**

Prime Interest: **Accessories**



I have a style and sourcing company in India. I export bags, jewellery and beach ware products to countries like France, USA and Spain. I have been attending the fair for 8 years now and every year I see a range of new products like special mats, laces and jewellery. I hope to sign good deals through this fair.

Ranjana Sareen, DELHI