

Buyers Comment....

Prime Interest: **Home Textiles**



I am a textile retailer and this is my first visit to Home Expo India. Indian home wares are very much popular in Australia but textiles appeal me most. These have lot of potential in our market. We expect all Indian manufacturers to be socially compliant. We have met new suppliers

and are going to place orders soon.

Suzanne Barlow, AUSTRALIA

Prime Interest: **Home Decor**



This is my 20th visit to an EPCH event. Indian crafts are quite popular in our market, especially iron lamps and mosaic lamps. Indian fabrics appeal the most. This time I cannot find too many things as compared to my past experiences. Indian products have good potential in our markets. I have placed orders with my

suppliers. I met only one new supplier till now, rest are old ones. **Rene Riebeek, HOLLAND**

Prime Interest: **Jewellery-Stone and Metal**



I am a France based jewellery retailer. Earlier I was into decorative retailing. This is my third visit to Home Expo. This permanent mart venue and showrooms are better than the temporary ones in the past. Indian products have good potential in our market. I personally prefer stones, silver and gold. I have met

a new supplier this time and I have placed my orders too.

Martine Menguy, FRANCE

Prime Interest: **Artisanal Apparel & Textiles**



I have a garment business in France. I have visited EPCH fairs at least 10 times in the past. Indian embroidery and appliqué work are most popular in France. Indian paints and prints appeal me most. Indian products have better potential in our market. I have met new suppliers this time and I am going to

place some orders. **Villaret Bernard, France**

Prime Interest: **Houseware**



I am a houseware retailer in Los-Angeles. This is my first visit to Home Expo. Indian silver, stainless steel and brass products are popular in our

market. Indian products have good potential in our market because of the price. We expect Indian manufacturers to speed up in terms of time of production. I have not met any new supplier this time. I am going to place an order. **Holly Jourabchian, USA**



Prime Interest: **All Home Products**



I have been working as a buying agent for 5 years now. Our agency basically works to facilitate buyers. When I started, the market was very limited but in the last few years I have seen that Indian market getting very competitive. Manufacturers are

getting well aware of the global market. Things are definitely improving. Indian manufacturing is quite reputed internationally. In terms of fabrics, handmade and hand crafted are best selling propositions and through Home Expo, we are getting good deals.

Devanshi Tewari(buying agent), India



Prime Interest: **Home products**

I am from Agile Sourcing and my business is of resourcing and procuring home furnishing, floor coverings, furniture, marble products and apparel for e-suppliers. I found the expo atmosphere very professional, exporters very engaging & impressive and new designs

in alignment with new upcoming trends.

Belinda Coyle, AUSTRALIA

Prime Interest: **Furniture Hardware**



This is my second visit to India and first visit to this fair. My friend has been visiting India since past 20 years. I am a wholesaler of hardware goods and I am looking for metal stands, ceramic handles and knobs. Indian goods are better in quality and appeal much more than those manufactured in China. And they also have that handmade value. People often

buy low quality stuff for low price but I am definitely not one of those. **Nikolai Vasaasen, NORWAY**

Prime Interest: **Furniture**



I am into retail market of furniture and accessories in Mexico and this is my first visit. The popularity of Indian products especially furniture is something that brings me here. I personally prefer antiques from Indian markets that see good demand in many markets.

Rubin Colea, MEXICO

Prime Interest: **Bed Linen & Cushions**



We are from Domus Home and we are just starting our new online company. We are looking at the different designs and prints that are on display here. We have heard that the Indian market has a wide range of prints and designs. But I feel despite having such a wide range of products, Indian market is still not able to reach every market. And that is why we are here to look at the options ourselves. We are pleasantly surprised to see that

the Home Expo is at such a composition and that too organized very well.

Sharon Ding and Yvette Kwan, HONG KONG

Prime Interest: **Seasonal decoratives**



I am a Germany based wholesale retailer of seasonal decorative items. This is my fourth visit to Home Expo and it is comparatively small this time. Since it was already known that this time it is going to be smaller and concentrated, it is actually not disappointing. Indian craft is quite popular in Germany and people are really interested in metal, glass and wooden products. German people are not much into Indian furniture. We expect Indian manufacturers to produce season based products as India has lot of potential in this segment.

Kristin Czernakowski, GERMANY

Prime Interest: **Textiles & Flooring**



I am a wholesaler. Indian products are pretty popular in my market, especially carpets, textile linings, textiles and furniture. My experience with Indian products so far has been good with carpets, tableware and furniture. These products have lot of potential in the US.

Jennifer Regester, USA

Prime Interest: **Metal products**



I am visiting this fair for the first time. I am a retailer in Australia and I am planning to shift to a wholesale business. I am out here to buy metal items and ceramics. Indian items find a good market in my country.

People are interested not only in the items but also the story behind each of them. They like to know about the region where the products are made and the manner in which they are manufactured so that a real relationship between our country and India is established. I have bought many aluminium items and will buy more.

Luke Edward Lawler, AUSTRALIA

Prime Interest: **Home Textiles**



I have attended EPCH fairs many times but this is my second consecutive year to Home Expo India. I feel that consumer interests are changing. Recycled products from India are being noticed more as they have long life. Also wooden products are gaining popularity in the eyes of buyers. Quality of Indian product has improved

and is constantly improving over time. People who do not travel much still consider India a low profile country but exporters from European countries and people who are well read see the general economy improving day by day. I have spotted few manufacturers of scarves and wooden products.

Cristine Anna Jung, GERMANY

Prime Interest: **Textiles & Laces**



I represent Heritage lace Inc., USA and this is my first visit. Last time I visited the EPCH February fair in 2015. We are very impressed with the rapidly emerging new categories in metals like glass and other fibres in India. I see great potential in manufacturers here, especially

those who have good network of delivery and customer service. In India, our prime focus is laces. We have been looking at different material from different buyers and we are hoping to have good business in India. **Daniel Decosk, USA**

Prime Interest: **Handmade Articles**



I have a business of furniture in Barcelona worth 2.5 million dollars. This is my first visit to Home Expo. Indian products are still not very much known in Spain.

My product of

interest is handmade articles.

Maximiliano Zicart, SPAIN



Prime Interest: **Furniture**



I am a wholesaler of furniture and interior decor products in Denmark. I have visited EPCH fairs 20 times in the past. This time I can find new glasses, carpets and lamps. My interest is particularly around furniture. On the scale of 10, I can rate the popularity of Indian crafts in Denmark as 8. Indian products have really good potential in Denmark. I met new suppliers this time. I haven't done any orders as of now but I am going to do so soon.

Henrik Jensen Steen, DENMARK

Prime Interest: **Furniture and Decoration Items**



I represent a company called Comexpo and I have been visiting India since the last 16 years though I have been mostly attending the exhibition in the month of October and February. So this is my first time at the Home expo. Through the years I have seen the growth that the Indian market has made. This time I am looking for something radical in design. I

feel that Indian manufacturers need to work on more competitive pricing. **Garcia, SPAIN**

Prime Interest: **Textiles**



I have just established my company-BTC Retail. It is a corporation in which we have 16 shops for which I buy and do advertisement. I have been coming here since 2012. I have attended the October fair last year too. Since 2012 I have seen that the products in Indian market are getting trendier by the day. Also I must say that my colleagues and I agree that

the Indian product quality is far better than any other country.

We also work with China and buy a lot of decorative products from there but for textiles and fabrics we always prefer to come to India. Also, in Indian products you see a lot of love for hand work.

Kees Gommers, NETHERLANDS

Prime Interest: **Home Products**



I am from Al Mounasabat and have been coming here since 2005. I majorly deal in wood and aluminum furniture and home decoration. The quality of wood and the aluminum of Indian market is well known in our market too. I am here to look at new designs that the Indian market is presenting and source accordingly. **Elias Diab, LEBANON**

Prime Interest: **Textiles**



I represent TnF Enterprise, Taiwan and this is my first visit to Home Expo. Right now I am looking at the Indian textile market and trying to explore new options that the market presents. I am currently looking at everything related to textiles- from home furnishing to rugs. A few new designs have attracted me and I have sent them to a few people. I just hope to get an answer soon.

Paul Hou, TAIWAN

Prime Interest: **Soddy Wood Products**



I am secretary general of KLSFEA Committee in Malaysia and am here through Malaysian Furniture Council. Here at Home Expo, wooden craft decorative items appeal most to me. My particular item of interest is decorative items made up of soddy wood. Indian products are quite popular in Malaysian market especially soddy wood is more popular. I am

planning to order products from this expo.

Ricahrd Ko, MALAYSIA

Prime Interest: **Home Products**

I work as a trading agent between Indian exporters and Argentinian businessmen. I like the show and had a nice experience. I found items from Rajasthan in home furniture, hand made cushion covers, hand bags and colourful lamps. I feel EPCH is boosting the Indian handicrafts business and promoting the Indian craftsmen in a major way. I also feel that Indian crafts have a very favourable ground to do business in Argentina, especially after recent liberalization in economic policies. **Raul Pastorini, ARGENTINA**



Prime Interest: **Furniture & Textiles**



I am from Alafia Gallery and am here to look at the range of furniture and textiles that Indian market is offering. I have been coming here on and off since 2010. Since 2010, I have noticed that the Indian products are just getting better and modern. I think Indian market and products have a great scope in International space since manufacturers have a creative edge as well.

Lorna Mauritzen, AUSTRALIA

Prime Interest: **Kitchenware**



I am from Cornucopia Brands - a retailing business of kitchenware in USA. I am visiting this expo for the second time and am here for kitchen ware and carpets. The quality of stainless steel and good finishing of the products are most preferable among Indian markets. Indian unique handmade products have potential in the American market.

Rebecca Huston, USA

Prime Interest: **Decoratives**



I am an interior designer with Estudio Gibrat. I am keen on home decorative things and found many objects very attractive - from all kinds of lamps, cushion covers to all fancy stainless steel items, copper products, etc. I find the expo very interesting and look forward to doing business with Indian exporters.

Justina Lopez Pena, ARGENTINA