

Buyers Comment...

Prime Interest: **Home Interiors**



I am a regular visitor to IHGF Delhi Fair and have connected with many suppliers through this medium. This time too, I have reached out to many manufacturers I have not worked with before. I deal in products related to

home interiors. I have a good business in the UK and the major specifics that I look at in any product are quality and pricing.

Steven, UK

Prime Interest: **Bags, Jewellery and Accessories**



I have a small business in bags, jewellery and accessories and have found choices in these products here. The primary reason for me to source from India is that these styles have good demand in my country and sell

very well. Besides my regular categories, jute boxes have caught my fancy this time. They are quite innovative. My suggestion for manufacturers in India is, "keep innovating" because it is their designs that make our customers ask for more. At the fair, the buyers' lounge facility is good and the food is great. I can say that the fair has met many expectations.

Irene, Spain



Prime Interest: **Home Decor and Textiles**

This is my second visit to IHGF. I am looking for

home, lifestyle and textile products and have found some lines that are good to strike a deal for. I am looking for products that are not very expensive as I run a wholesale business where the profit margin is not very high. I would like the manufacturers to show that they can be relied for on time deliveries.

Dick Van, Holand

Prime Interest: **Furniture, Phonographs and Telescopes**



This is my first visit and I am here to source for my wholesale business of furniture. The fair met my expectations really well. I found some good innovative furniture designs this time and also found some exclusive phonographs and telescopes to add to my buying list. The market in Lebanon is seeing its ups and downs thus affecting consumer expenditure as of now.

Wael Choucair, Lebanon

Prime Interest: **Home Decor**



I am a regular visitor here seeking home décor products as Indian manufacturers have good options to offer and our consumers back home are constantly looking for something different and interesting. It is the pricing that matters along with the quality. My experience

here has been rewarding and I look forward to visiting the next edition. **Lucy, UK**

Prime Interest: **Furniture**



I deal in a wholesale business of furniture, for which I have been visiting this fair since last 12 years. This time it is pretty nice. There is a great demand for Indian furniture in my country and styles & designs here also appeal to me. I see a great potential in Indian products

overseas and that is why I have been coming here every year. I look forward to good quality products from India in future too.

Tuan Carlos Montes Restrepo, South America

Prime Interest: **Jewellery**



This is my second visit to this fair. I deal in India manufactured jewellery and home décor

which are among fast selling products in Holland. I found what I was looking for and expect manufacturers here to keep up the good work and continue to innovate! **Gvonne Mars, Holand**



Prime Interest: **Dry Flowers**

I am from Foyer Co. Ltd, and I am an importer wholesaler for floral items. We deal in dry flowers. This is my third successive visit to this fair as the last two years' experience has been nice and sourcing has been quite fulfilling. Moreso, because Japan doesn't have the same agri material as India so we get to offer novelties in dry flowers & potpourri to our consumers. Indian aluminum flower vases, glassware, and dry flowers are also very popular in Japan. The potential for Indian products in the Japanese market is rising. I expect good quality products and on time delivery from my vendors here!



Yuki Yonemura, Japan

Prime Interest: **Gifting Items**

I have come here to get products for my business out there in Spain. It is my first time here in the fair and I have been able to find the products that I was looking for. Furniture, gifting items, home décor are interesting here. I expect the manufacturers to keep the uniqueness of the product alive by not mass producing them. **Gabriel, Spain**



Prime Interest: **Woodware, Marble and Metalware**

I represent IMAX Worldwide Home and have been coming to this fair since the last five years. Due to the quality, variety and comfortable prices that the sellers offer here, I am bound to come again and again. All the products available here have potential in US market. Products like woodware, marble and metalware attract me. Also I'm really interested in handicrafts items. We deal in home décor products and there couldn't be any better market for us than India.

Pam Stanton, USA



Prime Interest: **Decoratives**

I represent a firm called California Express and this is my first visit to IHGF Delhi Fair. Indian home decorating products are very popular in my country and I am here to source them for the upcoming season. Decoratives made in India are really good and they have a very good market. I expect more varieties in these products in the next edition. **Chia Lee Huang, USA**

Prime Interest: **Daily Lifestyle Products**

My field of interest lies in daily lifestyle goods with an artistic approach in their creation. These products never go out of style and have a constant demand which is good for business and I as a retailer source these from India because of the design quotient, competitive prices and good quality. I have already placed orders and look forward to more designs and variety in the next edition.



Anette, Norway

Prime Interest: **Home Fashion**

I am a wholesaler from Australia for home décor and furniture. Our market is quite open to products sourced from India and they are popular because of being different from the easily accessible. Such products are very business worthy from a seller's point of view. I buy mainly eye catching designs because I believe, what attracts me will attract my buyers too. Among facilities, the shuttle service here works fine and the buyer's lounge in the main building is great. The hotel and food are also cool! **John, Australia**



Prime Interest: **Shawls, Scarves and Leather Accessories**

I've been visiting this fair since 8 years. It has been a good experience till now and that is why I am here every year. Indian products are very popular in my country in almost all product categories available at this fair. Textiles, shawls, scarves, accessories, garments and leather goods appeal to me most. India has great potential. I expect Indian products to improve every year with new styles and innovations.



Tore Andre Granli, Norway

Prime Interest: **Furniture and Lamps & Lighting**



I am into importing of goods from different countries and have come here to buy furniture and selections in lamps. There's a good demand for Indian products in New Zealand and they sell quickly. The market is highly competitive and these goods usually stand out from

the usual lot because of their uniqueness.

Tony, New Zealand

Prime Interest: **Home Fashion & Accessories**



The best thing about this platform is that you will never get disappointed. India is my home now as its been a long time since I've been working with manufacturers in Delhi NCR and Jodhpur. I am always in quest for new designs and unique products. Indian lifestyle, furniture

and fashion products definitely have potential in all overseas markets. You just can't ignore any products here. Every product has its own beauty and potential if observed properly.

John S Tipton, USA

Prime Interest: **Textile Products**



Demand for textiles in Norway is increasing and it is very easy to find nicely structured products at low prices in India. This helps me stay in the game. The demand for Indian textile products is high because of the designs. I expect manufacturers to do more research and

come up with more original pieces so that they edge more over competitors. The services we've been provided with at the fair are very nice with good food courts and the comfortable buyers' areas. **U Hias, Norway**



Prime Interest: **Handicrafts**

The fair has been very useful to me. The items are very luxurious and unique and that gives them an edge in my country. The block printed textile products from India are very popular in my country. I also liked the artisan products and handicrafts displayed here. **Diana Boden, Australia**

Prime Interest: **Home Decor**



I have over 70 retail stores for which I am constantly on the quest for home decor products. I am here for new ideas in colour combinations and materials. I also looked into product categories apart from what I buy from India and could find interesting options in small furniture,

carpets and lighting. We are trying to move our sourcing from China because of the bad working conditions there. We make Compliance Agreements which are not upto expectations there whereas here, everything is balanced. The manufacturers need to continue their good work and keep innovating in terms of design, quality and give us the shipment security and on time deliveries. The halls at the fair have been segregated very conveniently and the buyers' lounge is a comfortable place to relax. **Silvia, Switzerland**

Prime Interest: **Brass and Metal Products**



I am a wholesaler based in USA and have come here looking for furniture, brass and metal products. Their demand is high because of consumers back home redecorating their places almost on a continual basis. Indian products enjoy good demand because of their intricate

handworked embellishments and quality. Among services at the fair, the hotels are good and the shuttle service is pretty responsive and frequent. **Shaun, USA**

Prime Interest: **Home Decor**



This is my first visit to this fair and it seems well organized to my requirements. Indian manufactured goods are quite popular in my country so I see a lot of potential for them in our market. Home décor appeals the most to me in this fair. I liked the decorative

accessories the most. **Julie Cassiere, France**