

Buyers Comment on IHGF Delhi Fair



Prime Interest: **Home and Fashion accessories**



I am a designer and my company deals in home decor, bags and some fabric items. This is my fourth time here. I am looking for scarves, bags, some furniture and accessories. We have regular suppliers here and are open to working with new ones. 50% of our total imports are from

India. The designs here are very impressive and the material they are using cannot be procured from any other country. This is the thing we like most about India.

Ute Grahm, Germany

Prime Interest: **Handicrafts**



This is my visit and I am really impressed. Many products here interest me as I only give preference to handmade products, especially because of the detailing. It can never be matched with any machine made

product. I would like to visit again for sourcing.

Aviva Dagan, USA

Prime Interest: **Home Products**



We have been associated with IHGF since last 15 years through our company-Great Snel. This time our main focus is to check out every stall here. Our main products for imports this year are furniture, textiles, decoratives and wooden items. Every time I come to IHGF, I always try meet a

couple of new suppliers. 20% of our total imports are from India and the remaining comes from China, Indonesia, Eastern Europe and Turkey. The product display and designs are good at IHGF. The new suppliers must take care of quality. Personally I am charmed by traditional Indian products, made by retaining natural textures and without much use of machines.

Dolores Snel, Netherlands

Prime Interest: **Home Decor**



I head The Tebutt Collection, UK. We deal in retail for home ware, gifts and fashion accessories. I am a regular visitor to IHGF Delhi Fair and would like to explore new products and new suppliers every time. The quality is good and Indian suppliers promise to deliver. Although

the market for Indian products in my country is not big, it is definitely on an increasing trend and this platform will definitely help me take more variety of Indian products to my market. **Kent Tebutt, UK**

Prime Interest: **Houseware**



We are importers of houseware and merchandise, dealing in general household materials such as wall pieces, kettle holders, small furniture, merchandise, etc. We import most of our supplies from India. We also source from Hong Kong and the local US market. I like

this fair as it caters to all requirements such as designs, materials and presence of multiple sellers at one platform. Our country has a huge market for Indian goods. One can find stores of all sizes ranging from small shops to large ones dealing in Indian goods. **Jose Hernandez, USA**

Prime Interest: **Home Lifestyle**



My company, Jessica Watson Designs, deals in wood, metal, glass, mixed textile and some soft goods. This is the first time I am visiting this fair. Having heard so much, my expectations are quite high. Till now our main importing countries are Vietnam and Thailand. The product design

and material Indian suppliers are using seem to be very good. I believe, in the next few years, India will be ahead of China in Home products. **Jessica Watson, UK**

Prime Interest: **Lighting**



I am a wholesaler retailer primarily into lighting and a selection in fashion jewellery, through my company-Illumination. I am a regular visitor at this fair since last 15 years. This time we seek fancy jewellery, lighting items, gifts, decoratives and

fashion accessories. India has been the source of 80% of our products. The rest are from Thailand and Germany. Indian products have a bright future in our country. The only thing we expect from Indian manufacturers is that they should not compromise on quality and workmanship in a bid to compete with high volume exporter nations.

Renaud Sornin de Leysat, Belgium

Prime Interest: **Home Furnishing**



I am a Clayton, Australia based retailer wholesaler with a company called Ishka. I have been coming to this fair since last 10 years for textiles and furniture. 80% of our total imports are from India and the rest is from China, Indonesia, Portugal and Morocco. The quality of products and

designs are very good here and every time we come to this fair we always find something new and surprising. The buyers' lounge is very good here and the mobile app is very helpful.

Jodie Sanders, Australia

Prime Interest: **Home Decor & Textiles**



The Indian Way of Life to Live....yes thats the company I represent! We have been visiting this fair since past 6 years, mainly for furniture, decoration, clothing, table clothing and gifts. Our priority is to meet our regular suppliers and also consider

new ones. We see that IHGF Delhi Fair is getting much better every year with beautiful articles and unique designs on display. This is what we like most about Indian manufacturers, their identity and the work. Given the outside competition Indian suppliers are going the European way but I feel, their strength lies in their traditional skills and they should try to use more of it. The mobile app thing is good but I'm old fashioned and go the old way to locate suppliers!

Dimitri Plaisant, Belgium

Prime Interest: **Fashion Accessories**



I am here for jewellery, accessories and bags. We prefer Indian products and source over 50% of our imports from here. The rest comes from local suppliers and other Asian countries. This fair is amazing. There are so many varieties in all categories, so

many stalls. Suppliers are very open and passionate about their work. They are open to offer options as per our requirements and customise as well. **Juliet, England**

Prime Interest: **Interior Hardware, Decor**



We have been associated with this fair through our company - Ambinx Trading since 13 years now. Our main focus is to source new designs in home hardware and décor. I already have some regular suppliers here and we don't mind broadening our supply base to include

more options. 90% of our total imports are from India, the rest comes from China. Indian products are doing well in our country which is why we keep coming here every year.

Inge van Wyk, South Africa

Prime Interest: **Furniture, Décor**



I have been coming to this fair since last 10 years. My company deals in home furniture and decoration products. We import approximately 95% of our total stocks from India and the remaining 5% from Thailand. **Richard Bard, USA**

Prime Interest: **Furniture, Decorations**



This is my first visit to this fair. I am here for catering items in silver and few decoration items. We have only one regular supplier in India and are searching for other options. 20% of our total imports are from India. The product display and designs are very impressive at

this fair. Our country people have very much trust on Indian products. **Bilal M Bazzi, Riyadh**

Prime Interest: **Kitchen Textiles**



This is my first visit. I am here for fabric items like aprons and some furniture. We have a regular supplier here in India. Almost 60% of our total imports are from here. I am very satisfied with the product display and design at IHGF Delhi Fair. The

price is very comfortable for us and the quality is also very good. The food is amazing here. The mobile application is also very good. **Satoshi Tominaga, Japan**

Prime Interest: **Home Furnishing**



I am a wholesaler retailer (A&B Home) in home furnishing. I am coming to this fair from last 4 years. This time we are looking for furniture items and home decor. 20% of our imports are from India. Rest comes from Thailand, Indonesia and Germany.

We have already made few deals with some new suppliers. The idea of displaying so many varieties of products by using a single venue is very amazing and the handicraft items are very beautiful. **Ming Hong, USA**

Prime Interest: **Furniture, Decor**



My company, Antonio Derasmo is about furniture and decorations. This is my first visit to this fair and I am looking for furniture, lamps & lighting and decoration items. We have a few regular suppliers here as we import 44% of our total stocks

from India. The rest comes from Russia and China. The idea of using of raw materials and designs is very good in India and these products are doing well in our country. The services provided by the organisers at the fair like the buyer's lounge are appreciable. **Gomang, Italy**

Prime Interest: **Decoratives**



I represent a company called Tarsago in Poland. This is my first visit to this fair. While most of our imports are sourced from China, Indian products are perceived as colourful, nice and of good quality in our country. In fact, they have become quite trendy nowadays. There are a lot of items here and a very wide range. The buyers' lounge at the fair is very nice. **Sylwia Guzinska, Poland**

Prime Interest: **Silver Plated Items**



Light House is my company's name and I am here for geometric items and silver plated products. I am a frequent visitor at IHGF Delhi Fair and can be counted as a patron of 14 years. Total imports that we make from India would roughly be 50% and people like our Indian products very

much. We are also open to anything that catches our eye, for example, we ordered for incense sticks and we placed an order with a Jodhpur supplier for beautiful and artistic products. In fact there is a lot here that my customers back home will like.

Cilile Jarim, France

Prime Interest: **Kitchen Interior Products**



I am CEO of PAX Online, Korea - a wholesaler in kitchen interior items. I have been coming to this fair since last year. We have some regular suppliers and are also looking for new ones. 50% percent of our products are from India and rest sourced from Korea itself. The

fair in terms of display is very good. We can find everything we want. The material they are using is very good. People in our country like Indian products as they have varied designs.

Woonghee Yoon, Korea

Prime Interest: **Lighting & decoratives**



I am looking for products made up of glass and iron. We import approximately 20% of our stocks from India. The market presence of Indian products in Poland is not very strong. There is scope as Indian products have good quality.

Wojciech Kozlowski, Poland



Prime Interest: **Flatware and Candle holders**



I represent Bed Bath Body, South Africa and we deal in products like body care and home ware. I am here for cutlery, flatware and candle holders. This my first visit and I am surprised to see the show's magnitude. I would like to see more of

Indian products and original ideas because I have heard of artistic values of products made in India. We are not yet importing from India but now that we want to grow our business, we are looking at the scope. We import from Namibia as it is closer home. **Kasrton Ortmann, South Africa**

Prime Interest: **Christmas Decor**



This is our first visit. I am looking for Christmas and home decor. We are not very familiar with Indian suppliers, but are keen to work with India. Right now we import from China, Hong Kong, Japan and Vietnam. Indian products are gaining a foothold in our market so we are interested in imports.

Sang I. Park, Korea

Prime Interest: **Home Decor**



I am a retailer wholesaler from Bahne & Co. I have been coming to this fair since last 2 years. I am looking for home accessories and decoration products from new suppliers. We source 25% of our total imports from India. IHGF Delhi Fair is very satisfying in terms of display and product choice. Indian handicrafts are very popular in our country. I have already made enquiries and am going to finalize deals.

Dianna Sorensen, Denmark

Prime Interest: **Textile Products**



We are into wholesale of towels. We are looking for varieties in beach towels, etc. as well as few textile items like bags. We mainly source from India and work experience with suppliers here has been good. The fair is fantastic in terms of products display, designs and use of raw materials. **Alexis, USA**

Prime Interest: **Home Products**



I am from funkydoris.no and this is my third time here. I mainly seek textiles and select items in wood. I only trust my regular sellers because we have a working understanding about product quality, delivery timelines, etc. We source 95% of our total imports from India while the other 5% is from Lithuania. Here in

this fair, I see a very wide and nice collection with choice in traditional ware as well. I like my Indian suppliers and their work. **Tove Trydal, Norway**

Prime Interest: **Flooring, Furnishing**



My company is retail exclusive and we deal in carpets rugs and home furnishing. This is my first visit but we have been importing from Southern regions of India since a while. We import almost 20% from India and our rubber related items are sourced from Sri Lanka. This fair has

been a good experience for me. **Gwenaelle Donati, France**

Prime Interest: **Home Products**



I am a retailer wholesaler owning a firm called, Artemano. I have been coming to this fair since last 15 years for furniture, lightning and home decoration. 50% of our total imports are from India, the rest is

from China, Indonesia and Europe. The market presence of Indian products in Switzerland is good. That's why we come here for some new surprises. **Yves Schildknecht, Switzerland**

Prime Interest: **Furniture and Accessories**



I am a regular customer of this fair as we import our major products from India like furniture, home accessories and decoration items. We source from Europe and China as well. I am looking for new suppliers this time and have met some prospective ones. The theme and the

display, the materials that Indian exports use mostly are from natural resources and this is a major selling point. The Indian products are doing well in our country. **BVBA, Belgium**

Prime Interest: **Woodcraft**



I represent Tokyo Kankan Co.Ltd., Daita Setagaya, Tokyo. I am a devoted visitor of the fair. We deal in furniture and apparel. I am quite satisfied with the variety of products that are displayed here. The market prevalence of Indian products in Japan is growing because of quality and

aesthetic value. **Yusuke Oshima, Japan**

Prime Interest: **Furniture**



I own Furniture Link, a furniture wholesale business in UK. We source about 10% from India. China, Vietnam and other East Asian countries are also my sourcing destinations. I am happy to see the quality improvement in Indian

products. **James McConnell, UK**

Prime Interest: **Packaging**



We deal in food so we are looking at related products like packaging. They should be versatile but not too ethnic. We are keen on natural derivative products. As of now, we are planning to import 2 to 3% of our total supplies from India but are planning to grow our

business with India in future. **Mark Thomas, UK**

Prime Interest: **Furniture, Lighting, Accessories**



This is my first visit to IHGF. I am here for furniture, lighting and accessories using bronze, metal, eggshell, gold, glass and other rare materials and surprises! I already work with some suppliers in India. We also buy from other Asian countries and USA. The

popularity of Indian products in Thailand market depends upon business to business and so do the product categories. And the problem is Thai are not well aware of the cultural depth in Indian products and their handcrafted value. Few places in Thailand where Indian products are found are not very promising in quality so there is a general disbelief about Indian products that could be changed.

Alexander Lamont, Thailand

Prime Interest: **Lighting Products**



My company-G-Furn deals mostly in furniture from India but this time we are keen to source lighting & accessories. People have inclination towards Indian wood products and rugs as they are superior. We import almost 40% of our wood furniture from India, sofas from

China and 10 % related products from Malaysia. People already like Indian products and with more designs on offer, manufacturers can gain more market share. Prices here are reasonable too. **Jean Christophe, Canada**

Prime Interest: **Accessories to apparel**



My company deals in garments, blankets and pashmina shawls. We use 100% cotton and 100% silk besides velvet and linen. People like Indian products especially pashmina shawls and also products which are eye catching. 50% of

our total imports are from India. We work with select manufacturers and desire that others also brace up in terms of quality to compete with Europeans. **Angela, Italy**

Prime Interest: **Home Lifestyle**



Our company is Mrs. Bloom and we deal in home lifestyle products. We have been associated with IHGF since 10 years. We are here for textile products, lamps and select wood items. The Indian market never lets me down! 60% of our total imports are from India.

Among the display at the fair, I feel the use of raw material is excellent. I also feel many manufacturers have scope to make beautiful things with wood and glass.

Jose Bloom, Holland

Prime Interest: **Lamps**



I am looking for metalware, especially brass lamps and lighting products. We import a reasonable volume from India but most of our work is based in other Asian countries. We look forward to finding new things before we sign off.

Losa, Netherland