

Buyers Comment

on IHGF Delhi Fair-Spring 2018

Prime Interest: **Brass Products**



The fair is great. The products are fantastic and beyond my expectations. We are looking for accessories and brass products and we found some great things. We do not export anything from India at this point, but are looking at

options. The facilities that are provided by EPCH make our visit really comfortable. **Eliza Snowsill, Australia**

Prime Interest: **Garden Products**



This is my first visit to this fair and I am interested in garden ware, soft furnishing and also some garments. I have found some really good soft fabric products, bird feeders and garden decor figurines. Currently we are making 5% imports from India. Indian products give a tough

competition to others exporting to the Vietnam.

Mark Bradley, Vietnam

Prime Interest: **Home Decor, Lighting**



We are here for two categories-home decor in metal and lighting products. We are impressed with the display of products, especially the recycled and repurposed

ones. It is very innovative the way junk has been converted into beautiful decorations. It shows the hardwork and skills of the manufacturers. 20% of our stuff is sourced from India as they are in great demand and offer really good designs & quality. The fair is so good and festive. We already have regular suppliers but are adding more with this edition. We import about 20 containers of goods from India each year. **Wendy and Arjan, Netherlands**

Prime Interest: **Furniture**



I really like the fair as exhibitors here offer got good variety. All stalls have a lot and the event is very well organised with excellent facilities.

People here are very

polite. This is my first visit and I am able to see many new things. I am looking for furniture and handicrafts. I also got 16 suppliers from Jodhpur. It is really beneficial visiting IHGF. **Jason and associates, Australia**

Prime Interest: **Leather Journals**



This is the second time that I am attending the fair. The fair is really good. I am looking for leather journals and decorative boxes. I import around 90% of my goods from India. The products India has are really terrific. I like visiting this fair.

Mike Wake, Canada

Prime Interest: **Fashion Accessories**



My company, Ishka is into accessories. I am here for jewellery and handmade bags in new designs. Though Chinese products are quite popular in Australia, Indian textiles in particular are doing great as they have vibrant colours and beautiful patterns.

The facilities provided at the fair are great.

Amy Toohey, Australia

Prime Interest: **Home Accents**



We have a departmental store in Hong Kong. I am really impressed by the quality of the products displayed. This is the third time that I am visiting this fair. I have many regular suppliers in Jaipur and have met some new ones now.

Daniel, Hong Kong

Prime Interest: **Jewellery**



I have come to this fair for the first time, it's great, there is variety of beautiful and innovative things. I am starting a new business and I am looking jewellery and handbags in particular. I already met some exporters and am looking forward to doing business with them. I also did some

research before coming here and I really liked Jaipuri jewellery put up on display here.

Shyla, Australia

Prime Interest: **Home Decor**



I am from Innovators International-one of UK's leading mixed container specialists. I am looking for home decor. The organisation of the fair and the products are really good. I already have some suppliers from India and we are looking forward to include more. I have come

here to explore the opportunity that Indian products provide.

Peter Stroud, UK

Prime Interest: **Soft Goods**



I am from Ryohin Keikaku Co. Japan's production division. This is the first time I am attending this fair. I am looking for home textiles and houseware. The fair is wonderful. I also have stores in India. Two stores are in Delhi and one in Mumbai. I get about 7000 items in my store and

products are related to garments, furniture and household products. **Masayuki Yoshida, Japan**

Prime Interest: **Gifts**



I am director of L&M Home and am a regular visitor, basically looking for home decorations and textiles, mainly of natural fabrics. We import 70% of our products from India and they are doing pretty well in our market. We have our regular suppliers but I am exploring new

suppliers with new products and designs as well. The facilities at the fair are really good. **Anna Lofts, Australia**

Prime Interest: **Home Textiles**



This is the very first time I am attending this fair. I really liked it as it is very interesting. Basically I am looking for home textiles. I also saw beautiful home decor products which could be of interest to our customers back home. Our country

has a good market for Indian products.

Marta Pawlicka, Poland

Prime Interest: **Decoratives**



I am from a firm called Kersten. I have visited IHGF a number of times and it's been good. We deal in home decorations made of metal, wood and glass. Also we source textiles from India. 40% of our products are from India. Items like furniture and candle holders are very

popular in our domestic market and we are doing good business in them. We have our regular suppliers and I am here to meet them and see what new have they got this time.

Carola Van Der Kooji, Netherlands

Prime Interest: **Natural Fiber Crafts & Products**



I am a regular visitor and I have my regular exhibitors but I will also entertain new suppliers if I find something new and interesting. I am here for all kinds of handcrafts made of natural fibers. My company imports around 60% of products from India. I am really happy

with the facilities provided. **Kovan Erich, Hungary**

Prime Interest: **Reclaimed material products**



I already found three suppliers on day 1 of my visit. My firm commissions artists and craftsmen from around the world to design handmade products, many from reclaimed materials, and all of them have to be unique and one-of-a-kind finds. We import 200 containers per year from

India. **Reena Keller, USA**

Prime Interest: **Home Accessories**



Besides display lines, I really like the buyer services at the fair. I am here for home accessories and could find lots of stalls related to my theme. There are plenty of choices. This fair is really interesting. Also, I personally really like India. It's great being here. I like the

people and their good behaviour. I hope to visit again. **Lea Goldberger, Israel**

Prime Interest: **Home Textiles**



I represent Madras Link and am their creative director. I visit IHGF in both its seasons as exhibitors here offer a wide range and variety of some amazing products. We deal in home decorations and textiles, basically cotton and printed cushion covers. We have our regular

suppliers here. I am here to meet them only. Around 50% of our products are sourced from India. **Ashini Gray, Australia**

Prime Interest: **Cotton & Jute Products**



Products that we are interested in are textiles and handicrafts which are made up of cotton and jute. There are sellers that we have premeditated upon before coming to this fair. They are from Chennai and Mumbai. The fair has been great. We take 20% of

our imports from India.

Greg Bilezikian & associate, Australia

Prime Interest: **Home Products**



We are from two different brands- Leverage and Soul Sista. Leverage is into textile products and apparel. Soul Sista is a personalised boutique shopping experience born from a desire to help women look good and

feel great. This is the first time that we are visiting this fair. The products displayed are good and we can see a lot of things to choose from. **Vicky Paritsi and Pina Madaferi, Australia**

Prime Interest: **Nautical Items**



I have a company called, Mirtop. People here are very positive and nice. I slipped and got an injury at the fair grounds. Exhibitors and support staff rushed to attend to me. I got timely treatment and care. At IHGF, I am looking for gifts for men and some accessories like compass, telescope, etc. This is my second consecutive visit to this fair and I feel it

has improved noticeably. **Mirosław Tokaj, Poland**

Prime Interest: **Christmas Products**



I am Import Manager for a brand called Crocus. I really like the fair. This is my first visit, though many of my colleagues have already visited and shared their feedback with me. I could find many interesting things here. I am looking for home décor things and Christmas products. I found some very exclusive items in garden products. Textiles too are nice here. I really like the facilities which EPCH is providing.

Ksenia, Russia

Prime Interest: **Small Furniture**



I am from Tov Furniture, Indsource International, USA. This is my first visit to IHGF and I love the fair. We manufacture out of China, but this visit has turned out to be an exciting opportunity for us. We found a lot of suppliers. I was looking for

small furniture goods and textiles. The products and their quality are great. **Chaya Krinsky, USA**

Prime Interest: **Furniture**



My company is Royal Estates. I am glad to attend this fair. This is my first visit and I am really enjoying it. I am looking for furniture but I am also happy to see the creatively designed lamps by exhibitors here. I really like the way they display their products. Facilities are really nice. I

have some specific suppliers from India. 10-15% of our total products are from India. **Yelmen, Germany**

Prime Interest: **Christmas Products**



We are from Contigo Fairtrade GMBH. The fair is very well organised. This is our second time at the show and we feel it's much more vibrant than the last one. We come here to meet our regular suppliers and they have

displayed a wide collection and big variety of items. We are here this time for Christmas decoration and fashion accessories. We import items worth half a million Euros per year. The shuttle service, food and lounging service are perfect.

Monika Herbst & associates, Germany

Prime Interest: **Handicrafts**



I have a New York based company called Prime. This is my very first time in this fair and I am amazed to see the varied products here. I am looking for handicrafts and I really found the designs very impressive. I also got some regular suppliers and find the fair very beneficial

in terms of variety it offers. **Nova Rosan, USA**

Prime Interest: **Lighting**



I am from Lighting Design Solutions, Israel. The fair is beautifully organised and I am very happy with it. I was looking for lighting and accessories and found some interesting products. I also found new suppliers through this fair. This is the first time I am

visiting the fair and I am very impressed. We don't trade with India yet, but I see some opportunities. **Yakov Levinson, Israel**

Prime Interest: **Wood Decor & Textiles**



I represent Mille Moi, Norway. The fair is well-organized. There are a lot of distributors of wood and textile products that is also my main area of interest. I am pleased with the suppliers here. Normally, I deal with my old suppliers but I found some new ones here. Thinking of

working with them. **Une S. Hoias, Norway**

Prime Interest: **Tableware**



The fair has been organised in an interesting way. I like the different types of goods particularly in tableware and brass items from some of our suppliers. I do import from India - about 25 containers per year but after this fair we think we will

increase our sourcing from here. We will increase production in India. The services provided at the IHGF fair are extremely comfortable. **Kuzminova Anna, Russia**

Prime Interest: **Interior Accessories**



I represent Elk and Roo, Australia. The organisation of IHGF is very good. I was looking for furniture and interior accessories. I found them and some new suppliers here. The quality of their products is very good.

Sarah Jane, Australia

Prime Interest: **Home Decor**



I have been attending this fair from last 10 years and this time I got my husband, director and designing manager with me. I work with a buying agent based here and 90% of our imports are through regular suppliers.

We are house sellers in the US and are looking for home decoratives in this fair, especially made from metal and recycled materials. **Susan Williams & associates, USA**
Martin Hall, Iska, Australia

Prime Interest: **Furniture**



I am from Incy Interiors, Australia. This is my first visit to this fair. It seems to be very interesting. I could see many impressive things. I am looking for furniture like beds, tables, wardrobes, etc. I can say that most products here are

vying for attention. I like the facilities too!

Kristly, Australia

Prime Interest: **Natural Products**



We are from a firm-Pure Culture, Denmark. The fair has been well organised. There are a lot of products. We are here for textiles and natural products. We found some new suppliers and also met our old suppliers here. We import about 40%

of our total imports from India.

Majbrid Norgaard & associate, Denmark

Prime Interest: **Tapestries**



The fair has been organised well. I am looking for tapestries and pillows. I did find a very good supplier. I came here last time, and I am also following up with the suppliers I met then. Their products are good. I am looking for something that is very niche for the US market. We usually

deal with the European market, and I am looking for products that will blend-in with that market. The food given here is excellent. In the US you have to be a regular buyer to avail such facilities. **Jude Noronha, USA**

Prime Interest: **Interior Products**



INY Home is my company and its been 10 years of attending this fair. I am looking for interior products. I could find many new things here this time and the fair has improved a lot. I also got regular suppliers here. **Jeroen Wocterink, Holland**



Prime Interest: **Small Furniture**



The fair is organised well but as it is growing it needs a little more further categorisation. We are here for woodware. We do have a lot of suppliers in

Jodhpur, with whom we've been in business for fifteen years now. We also met some new suppliers at IHGF.

Mark Sawnders & Jessica Laws, Texas, USA

Prime Interest: **Home Décor**



I am from Israel based Retail Strategy. I am sourcing on the behalf of a banking agency and their customers. This agency does a business of 14-15 million USD every year. The products are nice and I see creativity here. I have been trading from India since the last 25 years. I have been visiting this fair since 1994. I found many suppliers here.

Eilat Ziv, Israel

Prime Interest: **Decoratives**



I am from Spain based Babait.com. The fair is organised very well. I saw some products and I feel India has a lot of design potential. I am an architect and am here with a team of designers. We choose products and request for customization. The suppliers are good,

and the quality of the products is good. **Berebi Sofia, Spain**

Prime Interest: **Furniture**



I am Product Manager for Early Settler, Australia. This is my 2nd visit to IHGF. I really like this fair. EPCH's Jodhpur fair was my first fair in India. I have regular suppliers here. I am looking for furniture and I really liked everything here. I also found many new products. Our market

has 40% home and furniture products from India. I found this fair really beneficial. **Monica Porter, Australia**

Prime Interest: **Lighting**



I am from Mcboone Naturals and have been attending this fair from over 20 years. I am here for lighting, small furniture and many other things for home. We

import 95% of our total imports from India. I am extremely satisfied with the fair. Also EPCH is providing good facilities.

Leo Ten Brink, Holland