

Buyers speak....

on IHGF Delhi Fair-Spring 2019

Prime Interest: **BAGS & DECOR**



Have been visiting Delhi Fair since 10 years to explore new suppliers. Looking for leather goods, bags, shawls and decoration items. Made my deals in the first three days. About 20% of our imports come from India and the other 80% from Latin America and Africa. **India has been developing products very well.** The facilities and the services are very good. Also, the transportation service helps a lot.

Manfred Winkler, Germany

Prime Interest: **HANDICRAFTS**



I have been trading 25% of my products from India and the rest from Greece, Italy and Spain. For me, the fair here is better than the one back in Spain. It is original and I love it. This **fair is a great place to open our eyes to a wide range** of art. The shuttle service is good, the people are kind

and help us. I have been sourcing a lot from Jodhpur mainly handicrafts, jewellery and block printing. I look forward to continue buying from India. **Ana Isabel Solana, Spain**

Prime Interest: **ACCESSORIES**



I run an online business called Finders and Makers, that trades in ethically produced women's accessories. We partner with ethically run businesses, big and small, that are led by or employ women. I am mainly looking for jewellery, handmade scarves, bags and other handmade accessories. We

buy 90% from India and the rest from Cambodia and South America. I have **incredible suppliers here and it is wonderful to see them every time.** I am getting to know new suppliers as well so I am pretty satisfied with what I see. There is something about Indian handmade quality which is just very unique. I love it. The facilities are fantastic. **Carina Tomietto, Australia**

Prime Interest: **COLLECTIBLES**



We are an all internet based company called, Ectoria llc. in the United States. We are into medieval collectibles, functional armor, nautical items, larp weapons, etc. and sell primarily on Amazon and on other sites. I have been visiting India since 20 years now and this is my fifth time at IHGF. We

import almost 100% products from India. I **have a high opinion of Indian products.** The facilities are great.

Keith Wescovich, USA

Prime Interest: **TEXTILES & FLOORING**



I have my own brand and am also a supplier for retailers in USA. I am also into product development. Here I am looking for textiles, floor coverings and other textiles related products. I have been in trade with Indian suppliers earlier as well and have been in this show once before. I import 100% of

my products from India. I find **Indian manufacturers extremely innovative.**

Larry Traverso, USA

Prime Interest: **TEXTILES & FURNITURE**



My company, Hoogendam Interiors specialises in a wide range of rural, rugged and authentic lifestyle and home accessories. I am a wholesaler in lighting products and have been in trade with India since a very long time, almost 20 years, and have been associated with EPCH and its

fairs since then. Around 90% of my total imports are from India and the rest 10% is sourced from Europe. For me **what India offers in the field of lighting is perfect.** I see a lot of Indian furniture, carpets, pillows and accessories in our domestic market, there is a lot of India in The Netherlands.

Mark Hoogendam, The Netherlands

Prime Interest: **HOME PRODUCTS**



I am from Wandewoo, Singapore. Estd. in 2017, it is a family owned store. We retail handmade, hand-sculptured and hand-painted lifestyle and home accessories. I **have been here many times before and have suitably benefitted.** I have made some permanent suppliers too through

IHGF. In my field of interest I think India has a lot of scope in terms of design. Products from India like, textiles, cushion covers and home décor are widely recognised and preferred by Singapore people. We see a lot of inclination towards lighting products in Singapore. And here at IHGF I can see how India has a lot to offer in this category. Around 30% of my total imports come from India and the rest 70% comes from all over the world - Asia, Europe, etc. **Sonny Boey, Singapore**

Prime Interest: **HOME ACCENTS**



Going by my visits, one can say I am a regular at IHGF. The fair is growing and is even more amazing. I was importing for more than twenty years from India but later I sold my company about 5 years ago. I have visited India around 80 times. Today I am here as a buyer who could start a new setup

maybe in the future. I am meeting suppliers and viewing various home products. **Rudi Roosens, Belgium**

Prime Interest: **HOME TEXTILES & ACCESSORIES**



We are wholesalers primarily to the American market and little into UK and Europe. Our company name is Fab Funky Ltd. and we also do some retail business. This is our first time in India, everything that we have done so far we have manufactured in UK, so we

are beginning to expand our range. It has been through conversations with other wholesalers that we came to know of IHGF Delhi Fair. We **found quite a lot of positive leads** in the first few days of the fair. We are not actually replacing or continuing some range but introducing more, which is why more cautious about the survey. Facilities are really good; we think it couldn't be any easier, with the courtesy buses and food delights which IHGF has provided us. **Kelley Stevens, UK**

Prime Interest: **JEWELLERY & ACCESSORIES**



My business started 47 years ago Throughout the 70s and 80s when I was traveling in and out of India I learnt about the market and the produce. I have been attending IHGF fairs since the very start. (25 years), might have only missed out on two or three. I started trading accessories, ornaments, earrings, bangles, etc. I also did a lot of scarves, garments and shoes. I have many permanent suppliers. In the past I used to come 4 times to India, three for the EPCH fairs and one for a garments fair. I sold my company and restarted again in 1990. I've had many friends attending and settling trade at these fairs. These fairs have been getting better. **India offers special materials and the authenticity is very difficult for other countries to match up with.** I have made my deals in the first two days. I can very well differentiate between Indian handcraft articles from the rest in the market, it always stands out.

Bert de Mey, The Netherlands

Prime Interest: **SOFT GOODS**



I am from a firm called 7 Wonders. Here I am finding wonderful products in great quality. I only thing is I want them in small quantities. I am looking for furnishing primarily and soft furniture. Out of the exhibitors I met here, I took notice of one woman exporter in particular who has a

mixed bag of goodies with clothing, handicrafts and accessories. Among product styles, I am looking for both Indian and western mixed types, innovative designer ones.

Keithan M. Laurie, Barbados

Prime Interest: **HOME DECOR**



Every year we come twice- for IHGF Delhi Fair-autumn and IHGF Delhi Fair-spring and it has been six years of this routine. The fair is really attractive and I am looking forward to place some new orders. **All the home décor in my business come from India.** Export

transportation involved with trade in India is quite easy and quick (14 days). Everything is great here at the fair along with the facilities to us. **Manuel Juan Garcia, Spain**

Prime Interest: **JEWELLERY & ACCESSORIES**



I am from MVA Projects. 2018 was my first time at an EPCH fair with one of the designers of the famed Indian 'Ambani Wedding' to meet suppliers and get accessories customised. Back in Netherlands I do projects of jewellery. Here in India there is also very amazing fabric so

my initial project is that I want to start a back label with combination of leather and fabrics. I want to see if I can make a sort of ecological and sustainable label. **Attending this fair is a journey of discovery.**

Martine Van Adrichem, Netherlands

Prime Interest: **SOFT GOODS & HOME PRODUCTS**



I attended my first EPCH fair in 2012. Because of my experience at working with India and manufacturers here, many companies back in US have been asking for my assistance in connecting with Indian manufacturers. So I am here also on behalf of those two companies I am assisting. Trying

to be the connector of US to India. What I design for my own company and the companies that I work are very dissimilar, both their views and interests are different so I don't face conflicts. **There is always a positive intent and effort behind designs in India**, alongwith purity of making things work and space for determination for amendments and I totally love it.

Paula Queen, USA

Prime Interest: **HOME ACCESSORIES**



We started 25 years ago as a company called '& Klevering Zuid'. We are into wholesale and our main market is of home accessories in all of Europe. I **have attended IHGF fairs several times** and around 20% of my imports are from India. Rest 80% comes from China.

About this fair as of now I think it's good but more is always better. India can improvise in terms of quality and keeping promises as per factory production. I have my permanent suppliers here. The market in Netherlands has lots of Indian home textiles, carpets, metal products, tools and furniture.

Harkon Klevering, Netherlands



I think the Indian products on display at IHGF Delhi Fair-Spring 2019, will do very good in the Nigerian market as their quality is great. **Quality is of paramount importance if you wish to do trade with Nigeria** as Nigerians are ready to pay better prices if they feel that the product is of good quality. Secondly, Nigerians are crazy for imported products so,

the products with the **tag of "Made in India"** will further attract them. Last year we had a trade fair where 9 countries from around the world participated. I think it will be a very good idea if we have an India fair in Nigeria where only Indian products are sold. Nothing like this has happened so far and if it does, it could be done in collaboration with associations like mine so that we can help in spreading awareness and advertising for the event and products. If trade starts between Nigeria and India, then Nigerians will also be a part of this IHGF Delhi Fair and source from here. Benefits will be mutual. Also I would like to mention that people back home are very friendly, honest and hardworking. We are looking forward to see Indian products of great quality in our market.

Patrick Uzomah, President, The Association of Finished Textiles Dealers of Lagos, Nigeria

Prime Interest: **LIGHTING & FURNITURE**



Our company is focused on interior lighting. We have our own brand of lighting. We have been coming to this fair since 8 years. India and IHGF have provided a great platform for us to trade. We have our suppliers at this fair itself. I am searching for both lighting and furniture suppliers. In fact today

itself I have closed a deal. **India has very different kind of handmade range.** Among our products, we are doing some handmade lines too and they are widely preferred by people there because of their purity and ethnicity. Facilities that I have experienced as a buyer at IHGF are good. Around 10% of my total imports come from India and the rest 90% come from Hong Kong and China.

Azam Khan, Finland

Prime Interest: **LIGHTING & FURNITURE**



I am from a company called, Seasonal Living. We are wholesale manufacturers. We specialise in indoor and outdoor living products. I visit many fairs across the world and it is there that I found information and commercial pamphlets on IHGF Delhi Fair. That's what brought me here for the first time. I am looking for lighting products in particular and furniture in general. **If one is interested in small pieces of home décor and lights, he will definitely be benefitted from this fair**, I can say. **Gary Pettitt, USA**

Prime Interest: **WOOD HANDICRAFTS**



We am from Illumination and visit IHGF Delhi Fair for sourcing and meeting suppliers since two decades now. We import a lot of things from India. This time we are also looking for products from the wood section like handicrafts, boxes, cabinet chests and decorative pieces. We also buy a lot of scarves and other accessories. About 80% of my total imports come from India. Thailand and China supply the remaining 20%. **India offers more different and artistic products.** The facilities are good.

Renaud Sornin de Leysat and associate, Belgium

Prime Interest: **HANDICRAFTS**



I am from Weaves of Asia, Philippines. We focus mainly on fabrics, we supply for hotels, restaurants and residential homes, and also we have a collection of draperies such as curtains and cushions. This is my first time at an IHGF fair. I am an employee of the company and am here on behalf of our president. We have been trading with India since the past one decade; **one can see a lot of styles here** that cannot be found in the Filipino market. 30% of our trade comes from India; the rest 70% from all over the world. The facilities provided to us are very convenient.

Pamila Lopez, Philippines

Prime Interest: **WOODEN FURNITURE**



Wooden furniture is my main motive to attend the IHGF fair this time. My company is CTK Home Furniture. I first attended IHGF Delhi Fair in October 2018 and got three of the contacts we are working with now. Since then round about 10% of my import come from India and the rest 90% comes from China. Indian produce is quite fine. **In Netherlands Indian wood is highly popular in the market.** The facilities provided to us as buyers are comforting. **Yasar Citak, Netherlands**

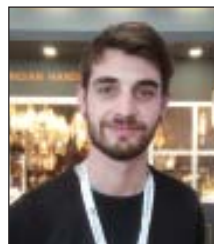
Prime Interest: **HOME TEXTILES**



We work for a sourcing company called Gatsby Trading & Assistance Company and are sourcing agents from the US. We do projects for those US companies who cannot send much of a representation to India, so that they can do business with

manufacturers here. For most part of the year we both stay in India to represent our clients. We have been living here for the past 15 years. Normally we do soft goods but right now we are dealing with more of interior hardware. We have been coming to IHGF since the past 3 years. **The fair is incredible and huge enough to offer/find everything we need.** The cultural difference between the West there and East here is different and takes time for us to understand. But then there are many options which make it easier for us to choose and settle rates so that both parties are happy. We have sourced rugs, napkins and placemats till now. **Victoria Stokes and Lisa Kwon, USA**

Prime Interest: **FURNITURE & HOME**



We design lot of furniture, lights and interiors. It's all really new for me. We have many old clients from India and also a factory in Moradabad, where we design some furniture for buyers in England. The fair is good and impressive. Looking forward to make deals. India is very kind. The

quality of raw produce that we get in India is great but the process patterns are a bit different than in Europe so we need to understand it. **Alexis Requiart, France**

Prime Interest: **LIFESTYLE PRODUCTS**



Like our company's name (Talking Tables) suggests, we are a lifestyle company that specialises in gatherings and parties for people getting together for celebrations, so we are **here to source products related to entertaining and celebrations** like plates, candlesticks,

platters and other decorations. I have been importing from India from the last 12-18 months. I have come to look for new suppliers this time. This is my first time at an IHGF Delhi Fair. I got to know about this through other fairs in Europe. **Clare Harris, UK**

Prime Interest: **FASHION ACCESSORIES**



We deal in scarves and a little bit of jewellery. I import all the 100% of my products from India and am happy. I think we can all do better as long as we have time. I have **made my enquiries from new suppliers I have found at this fair**. The facilities provided to us as buyers are good.

We see a lot of Indian produced handicrafts and garments in the Italian market. **Aram Achadjian, Italy**

Prime Interest: **DECORATIVE GIFTS**



I am from a firm called, Giftsway. My business is about decorative gift items. This is my first time at IHGF Delhi Fair as well as in India. The fair is good and we just made a deal with a vendor here. My **friend recommended this fair to me and I am thankful for that**. **Mosleh, Saudi Arabia**

Prime Interest: **CARPETS & HOUSEWARE**



I am from a trading company called Livstar Representacao Comercial Ltda. with branch offices around the world. We have been dealing in electronics and houseware. We are beginning our trade with India from this year itself. In the last IHGF Delhi Fair, we got some suppliers and

imported 3-4 containers from India. Right now we are **looking for carpets, porcelain and steel items**.

V K Wadhwa, Hong Kong

Prime Interest: **TEXTILES & FURNITURE**



We are a furniture and a home décor company called Artwood. I have known about this fair but this is my first visit. I am mainly searching for textiles and furniture. As it is my first day I have only made a few enquiries so far. I don't have any ideas of customisations yet but I am trying to get

some ideas and inspirations. I am really impressed by the varieties India has to offer. Back in Sweden we see a lot of home decor and furniture from India. **Louise Nygren, Sweden**

Prime Interest: **HOME TEXTILES & BRASSWARE**



We are involved with home textiles and decor. We do branding and supply to big stores in USA. Since 15 years I have been associated with EPCH. Around 8% of our imports come from India. We do a lot of metal trade (brass products) from Moradabad. We also trade quilts and rugs.

Indians make a lot of handicrafts and fashionable stuff. Though India has traffic, pollution and hustle it is great. I travel 180 days throughout the year which is why I have learnt to adapt. If I were to compare India to what it was ten years ago, then **in all aspects India has excelled brilliantly**. **Gert Jan Haarsma, USA**

Prime Interest: **FURNITURE**



I manage my company-Indian Touch's office in Delhi. We mostly deal with European and French customers. We take a lot of furniture from Jodhpur and Jaipur. Furniture is our main line and then lamps, handicrafts and decorations. We also do textiles. We are picking up a lot of furniture from India. We

are buying from India since the last 25 years and have been associated with EPCH since decades. I trade with Europe, France and America. We are taking almost all of our imports from India and only around 2% from China. The vendors at this fair have been improving, the **product quality is developing and the vendors are investing their money in designers** which really helps and also they travel to other places and fairs which bring about innovation. We, as a company, try to help the local artisans to improve their design and quality so that they have more variety in their products. **Pawan Deep Singh Sawhney, Spain**

Prime Interest: **NAUTICAL GIFTS**



We at our company, Batela, do nautical gift wares and wholesale all over the world. I have been in trade with India before but this is the first time that I am attending an IHGF fair. Around 20% of my supplies come from India. I basically deal in textile products with India. Yes, there is always room for

improvisation here because the potential is much more than what appears on the outside. **Looking forward to seal some deals in the upcoming days!** **Urko Atxotegi, Spain**

Prime Interest: **HOME TEXTILES**



Mine is an e-Commerce company, called Re:Home. **I am here for curtains, carpets, pillow covers and other fabric products.** I have to this fair five times before. Apart from India, I also trade from Vietnam and China. The facilities provided to us are convenient. **Muneki Ito, Japan**

Prime Interest: **CORPORATE ITEMS**



I represent Malabar Group that was founded in 1933. Keeping alive since then the golden spirit, its successful forays has been nurtured and evolved by expertise making it a formidable business conglomerate. Recommended by other traders in UAE, this is my first time at an EPCH fair. I am here

looking for corporate items. **Indian brass products and home accessories are very popular** in UAE. The fair looks good.

Fahad, UAE

Prime Interest: **HOME PRODUCTS**



We are an importing company called Taller De Las Indias from Spain and started trading from India about 20 years ago. We do furniture, glassware, lighting, some carpets and fabrics. I come twice a year to visit both IHGF fairs. **India is doing very well in my fields of interest.** About 60%

of my trade is supplied from India. I deal with Indonesia too where I do mostly furniture. **Campins Rafael, Spain**

Prime Interest: **OUTDOOR RUGS & MATS**



At our company, Gardeco, we deal in outdoor products. We have already been buying from India and this is my second time at an IHGF fair. About 10% of my total imports get supplied from India and the rest from China, Mexico and other countries. I am looking for outdoor rugs

and mats. **Here, I see kind of materials which I can use both indoors and outdoors.** I quite like the fair this time. I don't make deals at the fair. The fair for me is like finding new ideas and new suppliers, deals happen at a later stage. **Isabella Harris, UK**

Prime Interest: **BATHROOM PRODUCTS**



I am from Success Imports. **I think this fair is great and has many beautiful products and high quality suppliers.**

My company is an import e-Commerce company and we are into direct imports. We supply into the United States.

Traditionally, I have been in leather and stationary goods and some natural fur products but now I would like to source bathroom products and that's why I am here. All of my imports come from China and Eastern Europe. I hope to import some from India as well. I think the perception about Indian products is of lower value goods in Australia though I think that's unfair because there are obviously high quality products as well. **Faye V Liu, Australia**

Prime Interest: **FURNITURE & HANDICRAFTS**



We are an import company (KRS Group) and we wholesale in the UK. We import all kinds of handicrafts and sell them throughout Europe. Everything, from household to furniture and home decor is what I am looking for. Since the exhibition was set up decades ago, I have stayed

regular as a trade visitor. Around 30% of my supplies come from India and the rest from Korea, China and Taiwan. Every facility provided to us buyers is fairly planned by the director of IHGF. **This year we have got a huge number of rugs coming in.** **Kam.Kumar, UK**