

Buyers speak....

on IHGF Delhi Fair-Autumn 2019



We deal in **handloom products** like pillows, rugs, etc. IHGF offers a wide variety and designs. The arrangements are very good and it is easy to navigate through the stalls. The scope of Indian handloom products in Australia is promising. I am also exporting to America, where the response for these products is very good.

Micheal, Australia



My firm is 'Fujian Hopewell Decor and Accessory co. Ltd.' and this is my first visit to this fair. The scope of Indian handloom **products related to menthol** is very good in the Chinese market. Experience at this fair is unique. The stalls are very bright and attractive and the exhibitors are very forthcoming.

Irene Sun, China



I am from 'Perry Importing' and I sell **home ware** products online. This is my first attempt to explore trading with India. I am looking for home wares. We import from China as well. I found out about this fair on the internet.

We anyway keep visiting India so we decided to make

this trip fruitful and came to this fair to take a look.

Paul Lanham, Australia



I am based in Netherlands. My company- 'P.K Trading' basically deals in the **lighting** business and we are here for the same and products in home decoration. I see a lot of variety in this fair. The demand

of Indian products in Netherlands and other European countries is growing and everything which is on display here has a market in these countries. **Albert Polm, Netherlands**



We at 'FinoRustico' deal in various **decor products** like candlesticks, furniture, curios, etc. I also export these products to China and even Egypt where the scope of these is very bright. I found the fair to be very beautiful and stalls to be creatively aligned. The products are displayed beautifully and exhibitors are nice.

Robson Penna, Brazil



We have a '**nature**' theme in our products so designs with animal prints, etc. always appeal to us. We sell all sorts of items in home decor and accessories. It has just been a month since we have been trading with India. We were originally sourcing from China, it is a lot cheaper and has a better supply chain. But now it's getting to a point where cheap plastic isn't going to work anymore so India is the future source for all. **Abir Mathur, UK**



I am an Amazon online seller catering to markets in Australia and USA. We deal in travel products that are eco-friendly and sustainable. I use 100% organic materials and am looking to expand my **travel products**. I have a sourcing agent here who has helped me with my first sourcing product-a travel pillow. This is my first time at the fair. It is fantastic and very overwhelming. There is so much to see and lots of ideas are coming out of it. **Kym Richards, Australia**



"I am from 'Indigo Living', Hong Kong that deals in a lot of **home products**. This time I am specifically searching for products in textiles, leather (small pouches, bags, etc.), carpets/rugs and different types of glassware like bowls, mirrors, decorative items, etc. I have been working with Indian suppliers for quite some time now and currently have 18 from Jaipur, Delhi, Kolkata, etc. Our company is 40 years old. **Tracy Fitzpatrick, Hong Kong**



I have been trading with India since about 6 years now. I come here once a year. It's great to see all different companies in the same place. When it comes to home accessories it's probably around 40-50% of Indian products in all of my imports and around 10% of that is Indian **furniture**. I also source from China, Portugal, Vietnam, Spain, Thailand, Turkey and Morocco. The quality of Indian products is good and the variety is amazing and very distinguished.

Lois Amelia Sargent, Saudi Arabia



I have a Spanish brand called 'Love Piropo' estd. in 2011. I have been working with Indian manufacturers since a year now. We cater to markets in Spain, France and Portugal. Our designs are mainly **bohemian styles** for women. This is my eighth time here or so. I source 100% of my products from India. The quality depends on who you are dealing with. They can vary. I love working with India. The facilities are great and it is very convenient to come

to one place and meet all. **Yolanda Bertran, Spain**



I am from Kuwait and my company, 'Avedis Lifestyle', has businesses in Kuwait and Oman. I deal in all types of **furniture and lightings** like, candle lights, table lights, etc. I am looking for table top items as well. This is my first time in this fair and I find it very interesting. Designs presented here are very impressive, some are very unique. Prices are competitive as well. I am doing business with Indian

suppliers based in Moradabad and Karnataka.

Akram Alqhtani, Kuwait



I am from 'Kirsher Embroiding', a family owned company. I deal in products related to **home**



wares. I also export to USA. My experience here is Amazing. I found some really interesting products and also the

hospitality here is very good. The show is as expected as per the brochure I had seen before. **Mary, Australia**



I am from 'Emjayelle Trading', a new e-Commerce company. This is my first visit to IHGF. I am not looking for anything in particular but am here for ideas and inspiration in various 'home' product categories before I can

zero down on some. I have been here on all days of the fair and have seen unique designs in textiles, stuff related to **home decoration and kitchenware** items. I am not looking at Christmas related products because we want to tap regular customers and not just seasonal. We sell on Amazon and are targeting the US market. We are also working towards initiating exports and so are looking for suppliers. The fair is amazing. I would love to come back. **Mark Lendon & associate, Australia**



I am a regular visitor in this fair and this is my 7th time here. I have many suppliers from Panipat and Coimbatore. My company, 'CNMA' is based in Russia and we deal in **textile products, home wares, kitchen sets, bathroom products and rugs**. I am here for different types of kitchen products, home decor products, crochet items, etc. I am also looking for ideas which I can combine with kitchen wares and other house wares. The scope

for Indian products has increased in the international market because efforts have been done to make them very competitive in terms of quality and pricing. **Katrina, Russia**



We are one of the biggest construction companies in our region and I'm their interior designer. We buy **furniture and lamps** for our projects that are in India, Dubai and Abu Dhabi. The quality of Indian products when compared to European products is 75% better. This is my second time here at IHGF. The fair looks welcoming and promising.

Enrique Charco, Spain



My company, 'Heliotrope Limited', deals in **home decor** products like showpieces and other small items. I prefer easily portable items which I can use in my e-Commerce business which is from USA via Amazon. We would like to export handmade products that can open up a special kind of market due to their touch and finishing. **Patricia Chiu, Hong Kong**



I am from 'Xaomin Pvt. Ltd.' We do furnishing and home décor in China. We have been visiting this IHGF Delhi Fair since over 2 years. 40-50% of our total imports come from India. Hong Kong and South America are our other sources. The main products that I'm searching for here are **antique furniture and mirrors**. Looking forward to exploring variety products through suppliers here.

Yang Mei, China



I am from 'Mazma Marketing' and I have been into manufacturing furniture in Vietnam for the last 20 years, mainly exporting to the US for projects like hotels, student housing, apartments, restaurants, etc. I am here for **hardware, metal, fabrication** and things that can support my factory that makes mainly wooden furniture. This is my second time here after four years and it has been worthwhile.

I found a few good contacts that I will pursue. So far, I have been selling online to Indian companies like Urban Ladder but I have not bought from India yet. I think there are certain products only India can make and not China, Vietnam or Malaysia. Hence, I am here! **Amin Razak, Vietnam**



Our firm 'Gone Mulberry' is an online selling company with USA as our main market followed by Australia. We started with **eco-friendly and sustainable products**. We are looking at different kinds of things to buy to add to our present product offering. I heard about this fair in March and had been very keen to visit. I love its entire component, especially the people here. We look forward to connect that work with an ethical

framework, women empowerment, those with a social impact, etc. with absolutely wonderful people. We are looking for products with a story behind them.

Angela Darch & Craig Jones, Australia



I am visiting this fair for the first time. I am based in United Kingdom and my company, 'MJR Trading Ltd.' deals in products related to **silk and fashion accessories**. I have also seen some amazing furniture items and would have loved to place orders had I been dealing in this category. I have also found home decor items like curtains, bookshelves, rugs, showpieces, flower pots, etc. and I am interested in these

products for sourcing. **Russel Young, UK**



We are a company called, 'Etison Home Staging' dealing in products of **home interior design** like handicrafts, lighting, furniture, decoratives, etc. Here to source products in aluminum, small furniture articles and textiles. As of now we do not have any suppliers from India. But with their edge, Indian manufacturers can offer a lot. So, this visit could be decisive for us. **Etison, Canada**



I am based in Germany and at my company, 'Artnico', we are dealing in **jewellery and decoratives**. I am here for unique looks including native designs. I am also interested in mirrors of different sizes and furniture as well. The scope of Indian products in my line of business is very big, provided the prices are competitive because there is a very stiff competition from other countries. I am working with mostly Delhi based suppliers.

This is my 2nd time in this fair and I found many new products.

Rhymer, Germany



My company, 'Connection' is about **indoor and outdoor lighting**. I am looking for recyclable and biodegradable lighting material because there is a strong demand for such products in the Scandinavian market. Recently, I was part of a meeting where the Ambassadors of Denmark and India put up some good points as to what serious efforts they are doing to make trade more favourable between the two

countries for local buyer promotion. I expect a lot from India.

David Yu, Denmark



I have an e-Commerce company - 'Purple Jay' that deals in **home decor**. This is our first visit. We have seen wall hangings, aroma products, gifts,

small wooden items, jewellery, etc. They are quite unique. We could start with small quantities from India and gradually make it big. I am also attracted towards recyclable and natural products, displayed at the fair. **Steve Jayock & associate, New Zealand**



My company, 'Corino Bruna Srl.' is actually an importer cum Garden Center in Italy. We import pottery, plastics, ceramics and iron products, basically all kinds of accessories for garden. I've never worked with India before. I am here to explore that option in categories of glass and iron. I visited this fair once around 10 years back. Today I can say, it has become lot way.

Loredana, Italy



I am from 'L.R. Resources Inc.' and deal in products related to home like rugs, furniture, etc. According to my knowledge the scope of Indian handloom products in USA is 100%, but I feel that the buyer seller interaction and product feedback can be improved to increase business. I found the fair to be very vibrant and the activities at the fair are very engaging.

Shasta Campbell, USA



We are retailers with a total 65 shops in Netherlands, Germany and Duitsland. We have been in trade with India since 3 years and have been coming to this fair as well. We import around 10 percent from India and rest from China, Vietnam, Europe and Thailand. We are here for multi products, almost everything, from home decorations to furniture and to clothing.

Branko Bins, The Netherlands



My company 'Zonexim Solutions' deals in home & fashion products like garments, jewellery, leather shoes and other leather products. I am also keeping my mind open for new ideas. I might look into furniture as I find it to be very different here. As of now, I am already working with suppliers in Rajasthan. People in Spain love colours and intricate designs the market for Indian accent pieces is good.

Luis Carlos Isaza, Spain



Here to source incense and home fragrances as well as religious/spiritual. Found some really good stalls in this fair. Quality

of products here is very good and I am also interested in looking for recyclable items. In Brazil the demand of these products is good because the variety Indian suppliers can give in this category is difficult to match up with. This is my first time in this fair and I would like to come back next time as well.

Robson de Barros & associate, Brazil



I am from 'Seddonista Home' and we specialise in houseware that 'make your home and life easier'. I am looking for products for small spaces that can be folded up like foldable chairs and tables. I sell on Amazon. I found out about this fair through an Amazon group of buyers. It is my first time in India so I don't know about the products much but a lot of buyers from the Amazon group are switching to India from China.

With China, there is an issue with tariff rate and Chinese exporters do not let you make small orders. Say, if I am going to buy a notebook, I can't make 10,000 orders of it at once. I will need a sample order that I can take home and see if it is in demand but that's not possible in China. So, a lot of buyers are coming to India.

Margaret Enever, Australia





My company, 'Easy Tech Trading Pte. Ltd.' deals in products for **home decor as well as fashion accessories**. We are an online entity and visited this fair to look for products with different designs, innovation and variety, particularly from

exporters capable of mass production. We are interested in accessories like necklaces, cushions, rugs, blankets, etc. We are also looking for new ideas and are giving priority to those exporters working for the upliftment for women in society. We are dealing with China right now and would like to diversify our supplier base. We feel Indian products have lot of scope and potential for varied markets. **Pan Pan Sen & associate, Singapore**



I deal in **home décor made of iron**. Here to source iron and aluminum showpieces. I have an interest in lighting too but this category's import certifications are a bit cumbersome. I service the US market and I am an importer as well as an exporter. I feel that there is huge potential for Indian made products provided price compatibility is maintained. Buyers are always comparing!

Levy, Israel



We are online sellers under a brand name, Divine Selling. This is our first visit to this fair. We are looking at home categories. Hopefully we will trade **handmade and metal products** which India is famous for. We came across information on this fair through a YouTube video so decided to give it a shot. The facilities are really impressive and we are taken aback by free food and free transport. Totally loving the experience.

Paul and Ida, Australia

We are an online and retail business called, 'CCBS Imports'. Besides meeting my regular suppliers, I am here to look for others in **furniture as well as home décor**, especially in lights. I started trading with India in 2014. Soon, I switched all my other country suppliers with exporters from India, so all of my imports are from India. The quality of these products and the relationship I have with my suppliers is amazing. Also the quality is getting better each year, so it's a relief to ship my boxes across



Canada each time. IHGF Delhi Fair has a lot to take in, there is a lot to see, it's all well organised, also medical staff is great, they take care of you right away, so I'm really pleased with the overall experience. My core business is furniture but this year I've opened up my retail stores so I'm looking forward to expand with products that I haven't dealt with yet. I'm still learning and exploring rates, volumes, what to buy & what not, how to club it & how to not club it.

Stephanie Briggs, Canada



I am from 'Grand Illusions' and we have around 1500 boutiques all across UK. I have visited India multiple times in the past. This is my ninth year at this fair. 30-40% of our products are sourced from India. Besides, we source from China and Europe as well. The Chinese products are good too but Indian suppliers have a more flexible approach. Also, Chinese have a minimum order quantity which can get troublesome. I love

the Indian products. The **metal work, glassware and Christmas décor** sells well back home. **Nicholas Ronald, UK**