

# Buyers comment on IHGF Delhi Fair back to in-person mode



I've been working with India for the last 31 years. We do furniture, handicrafts, glass ware and iron ware. We are looking for new designs because the market has changed completely after the pandemic. We are happy, we found many new items and products this time. For us, the fair has been very good. I think the arrangements are good, very safe

and we are okay. We did not expect to come here but our firm sent us here. A lot of our colleagues did not want to travel because of the pandemic. This is a safe space and people are taking precautions so I think it will be alright to come here again in the future. **Alejandro Lococo, Asiatika Décor, Colombia**



I am looking for textile based products across categories. This is my first time here. The experience has been really good so far, there are many products and also furniture related options so that's amazing. We are looking for new ideas for the next year. Japan is our next target market so I am trying to understand what kind of trend

in furniture & accessories related, we can source from India that would cater to Japan in the coming years. This fair is good for all those participating, business-wise and for the exposure as well.

**Satosh Kaiho, Nitori, Malaysia**



We deal in handicrafts only and work through our regular suppliers here. Also open to others and want to see more exhibitors at the show. The fair is a good opportunity to see new designs and to get inspiration and for that reason, I'll definitely come back here for the March fair.

**Ferry Mulder, Cor Mulder, Germany**



I coordinate business deals between Japanese and Indian industrial markets. This time I have got some order from Japan's side to complete. The sourcing preference has been shifted from China to India. India can do quantity and we are looking at 'kinder' pricing in home products. Last year too I wanted to attend the fair physically as it is not possible to guess the quality or texture of the product

through virtual medium, so I am here now. **Mayumi Koyama, Tokyo**



I am here from a buyers side as their product manager and I am here for room furnishing. I usually come to India with my team but this time they have sent me here alone for sourcing as there were many travelling restrictions. So my designer couldn't be here and has to make decisions based on pictures and videos I send. The arrangements made by the organisers really made it convenient for me. There are many suppliers that I have done business with before and was hoping to see them but some couldn't be here. What I like about this fair is that it's small so that one can go around all the stalls and marts in two days. If Japan uplifts the travel restrictions I will be coming with my whole team to attend the spring show in March. **Minerva, Bhasin Misawa & Co. Ltd., Japan**



It's been somewhat of a struggle but with the support of our vendors we have stayed afloat. The first year was kind of difficult. There was a greater demand for work from home products. As a category

that became a big seller. We saw an increase in demand for more comfortable furniture, mostly desks and chairs. The expectation we have from Indian manufacturer is timely delivery and good designs. At the fair, I notice that new vendors are doing exceptionally well in design. The manufacturers should be open to put out designs in trend. As far as price is concerned we understand that considering the current situation we cannot expect them to lower their prices too much for us. The technique that has been employed to put together this fair is to be praised.

**Anees Mehkri, Meli Artisans, USA**



We are looking mostly for artefacts, handicrafts and hotel accessories. My company visits here annually. The fair is nice, the arrangements are wonderful. I attended the seminars as well, they were really well planned and educational. We have some regular suppliers here and approached them for samples for the current projects and I liked them. The

expected fallout was less but even then, it was a nice experience altogether. **Amik Shaikh, Gallery Mermaid, UAE**

We deal in basic furniture. The business during the pandemic wasn't very well, just a basic 120k dollars. The arrangements at this fair are amazing, I got a good accommodation. I am excited about the products. I have talked to the artists. There's new variety and range in almirahs here. Basically, I want new exporters. Earlier, I had one exporter but they had to shut their operations due to cCvid. So, I am looking for someone who can make good quality furniture.

**Dikshant Jain, Adinath Importers UK Pvt. Ltd., UK**



I have an Amazon listing in the USA. I get ideas and products from all over India. I assemble these products in my warehouse and export to the USA. I am looking for scarves, house ware, etc. that are unique or exclusive. I am here for gift boxes, candles, scarves, trinket dishes, jute bags, tote bags, etc. Pandemic was difficult from the

sourcing point of view but I could still find suppliers online so it didn't go that bad. The arrangements at the fair are beautiful. There's so much to see. Everybody is very professional and the products are high quality. It's good to have multiple options for the same product.

**Ayesha Sanam, Treasure Labs LLC, USA**



We are looking for crafts, kitchen items, decoration and interior products. The fair is nice. I got to see many new items for our market. We usually buy from China and Turkey but, now if we start with Indian suppliers, I think it will be good for us. The products are beautiful, great quality, nice finishing but sometimes they are just priced a little high. Otherwise, all is good.

**Ibrahim Zeyad, Tia Trading Company, Palestinian Territory**





I have been coming to this fair since 2005 so I do have my base of regular suppliers. Since the pandemic, I've had to reduce the range of items so we have fewer types. I am here looking for inspiration and to see what's new in the business in gift items and interior decor. **Elias Valbo, Nordlys Design Ab., Sweden**



The business was bad with the pandemic. The fair comes as a welcome change. Everything is going smoothly, everyone is professional. We are looking for furniture and bag pieces. We did like some products and talked to a few of our regular suppliers.

**Saeed Shamsi and Amina Shamsi, UK**



The fair is really good. I am looking for home style and interior decor products. This is not my first time here. I do have some regular suppliers. The Indian products are top as always. The arrangements made are really good, I had no issues in travelling and with the hotel. It is a great idea to bring artisans, exhibitors and buyers in one place so that they could interact and

understand each other better. The business is done better this way. **Fabrizio Moleri, Trade stone International SRL, Italy**



I am looking for gifts and interior products. We have a lot of regular suppliers in India. The experience is really good. I am happy to come back after the gap. My business during the pandemic was good despite high container prices. I understand that's rare and that's why we are looking for other countries to import from. The arrangements are nice, not a very big

fair but amazing products. The reason why we come back is because we like Indian products.

**Christophe Donckcels, Jolipa import-export, Belgium**



Even though there were less exhibitors at the fair this time, we got what we were looking for. We are majorly into the furniture, hardwoods and garments. At our company, we take care of design

development till the manufacturing and shipping for our international buyers. A show like this is very important. We meet vendors frequently but at the fair they bring

their new collection and that's what we require. Buyers are always looking for something unique and innovative so here we have a lot of variety at one place. When we like a product, we take pictures of the product and send to our customers and they immediacy respond to it. The quick responses are also good for the exhibitors. Buyers would like to see more of new techniques.

**Apurva Agarwal (buying agent), Outre Couture, India**



We have an online business for importing goods from India and other countries and selling all over Europe. We started with groceries and then found that people in Europe were really interested in the Asian market so we expanded to include almost everything. We started exploring our options and that's why we are here to connect

with companies selling these products, to put them online and make them available to sellers in Europe. I found this a really good initiative by EPCH. We liked quite a lot of products and exhibitors and have exchanged numbers.

**Mona Taneja, KPM Ventures BV, Netherlands**





I am looking for glass candle holders, goodies stuff, wooden holders, etc. EPCH has made everything so smooth right from the time we landed at the airport. Fair is better organised this time and definitely it is getting better each time. The products and the services provided are good too. We have been dealing with suppliers introduced to us through this fair and

we are happy with them. **Pooja Nasta, Motion Trading, Dubai**



We do a lot of business in India so we are frequently travelling to this country to meet our suppliers, so for us the fair is not a 'must'. But it is 'important' to get new ideas, designs productwise and see what's coming up among suppliers here.

**Imre Torma, DMG, Netherlands**

My main business is in garments but we also have a range of home products and accessories. There are many new suppliers at the fair this time and have got nice merchandise too. Look and quality are good and pricing is genuine. The experience has been good after the pandemic lockdown. **Natalia Santos, Restoque SA, Brazil**



I have been visiting this fair since five years now for sourcing handcrafted garments. Indian styles and craftsmanship in attires are very popular in Senegal. The organisation of this edition is so good. There is less crowd which is a plus point I guess. Travel was a little problem as we don't have any direct flights from Africa but all the other arrangements are perfectly done. **Oumoul Khairy, The India Style, Senegal, Africa**

