

VISITING BUYERS ON IHGF DELHI FAIR

Delhi Fair is a great surprise!

Prime Interest: **Home Decor and Accessories**



Choice and quality have gone up. Products all across the world have started looking the same. Yet, the homemade feel and traditional touch in Indian products enjoy an upper hand in our market. We like to do business with small suppliers and companies

and Delhi Fair provides such options in abundance. People here are really kind and professional. **Sauzet, France**

New and Innovative Exporters

Prime Interest: **Home Products**



I deal in home interiors and since five years have been coming to this show. This show has increased in space and has a lot of new and good innovative exporters. I really liked the horn & bone and agate stone décor items. I haven't yet placed orders but taken note of a

few suppliers, even the new suppliers. **Liu Cefen, China**

E-mails on IHGF urged me to visit

Prime Interest: **Home Deco**



My agent helped me come here. The e-mails did generate a genuine interest about this all. The designs are fresh and creative. Glass items that I saw were impressive. India has so much to offer. They have long way to go but I feel comfortable doing business with Indians. You can

always visit the factories here. **Jennifer, USA**



IHGF falls in the circuit of important Asian fairs Prime Interest: **Home Decor, Lamps & Paper**



It's always good to have bigger fairs. The best is that now it falls in the circuit of important Asian fairs, so we have an option of flying to other countries with ease. The fabric quality and price is better and the delivery time is shorter than China. We also get inspiration from the materials used. Designing has gone up. Delhi Fair as a complete package. **Adriano Garofani, Switzerland**

Indian goods have good quality

Prime Interest: **Home Textiles**



I have been sourcing from my regular Indian suppliers for quite a long time. The quality of Indian products has become much better now. I am looking for manufacturers who excel in their manufacturing and can deliver and make the designs that I give them. Indian goods have always had

competition with China, but are still preferred for their quality. In future, with Chinese goods becoming more expensive, India is sure to see a brighter future. **Frans Wegter, Netherland**

Came here for ethnic stuff

Prime Interest: **Jewellery**



I have been visiting India since past ten years. The ambience and size of the fair is good. I am not very happy with modern creativity of items in my range of products. It's the classical and ethnic design which us makes come to India. What they present here is very international like the Hong Kong fair.

Wendalys Delgado, Puerto Rico

Good competition among exhibitors

Prime Interest: **Brass Items**



We have seen IHGF grow over the years and appreciate how exhibitors are trying to create an image of their brand with innovations. With new exhibitors coming up, competition among exhibitors has risen, which is good for them as it helps them come

up with better products and use their skills and artistry to the maximum and even for us, as we get enough choices to choose from. Mostly our suppliers are from Moradabad, Saharanpur, Jodhpur, Jaipur and Delhi. We have placed a lot of orders. **Amer Tartoussi and Nanda, Lebanon**

Here after 14 years

Prime Interest: **Glass Products**



I came to IHGF fourteen years back and this is my first visit after that. To my surprise, this show has expanded, products have become better and there is a lot of variety. I have been importing through Indian exporters through alibaba.com, but then one comes here and finds so many great

new things. India is the fastest growing exporter for glass products and textiles. I found a nice range of home textiles, mirrors, ornaments and giftware. **Adam Gebb, USA**

IHGF is growing

Prime Interest: **All products**



I own a retail chain named 'GURU Shop' and have been coming to India from past 20 years. IHGF is growing. There is lot to see in home, textile and furniture. The creativity, variety and quality is what makes me buy

Indian goods. Indian items have a larger share in our business. We also try to keep the original Indian spirit intact while selling them. **Hopper Herald, Germany**



Having heard about the idea - IHGF Delhi Fair-Autumn 2014, many buyers attending EPCH's previous trade appointments had already showed their inclination to visit. There had been eagerness to see how it finally shapes up and some felt, such a change to IHGF was expected, given the manufacturing potential of Indian exporters. As the renewed fair consolidated its social presence, buyers tweeted about their keenness and pinned many product storyboards on pinterest. The facebook page has been well visited and liked too.

Communication from EPCH useful

Prime Interest: **Home Decor**



It's my first visit here. One of our suppliers urged us to attend this Delhi Fair. E-mails and phone calls from EPCH were of great help. We also import from China, Thailand and Europe. But the quality, finishing and variety of products of Indian products stand out. Seeing this fair it

seems they are covering all areas of home and fashion. The cultural shows complete the experience. **Cindy Benson, USA**

First sourcing visit to India

Prime Interest: **Home Decor**



This is not only our first visit to this show, but also the first time we are sourcing from India. We came across a good variety in home décor. Home textiles here are quite exquisite but little

expensive than we expected. We liked many table top décor products and have placed orders.

Murat Mekikci and associate, Turkey

The fair is big

Prime Interest: **Accessories**

The fair is big. I have been coming to India from past 30 years. I am here for creative and diverse lines. IHGF fairs are good and colour, design, quality and prices are great. The fair is growing and agents are helpful. I feel that in my product range Indian items have already captured 5% of exclusive market. The cultural touch added is excellent. **Shirley, France**



Big fair means big money

Prime Interest: **Metal, Jute & Cotton**



I am a wholesaler and distributor and have been coming to India since past two years. The fair this year is much better. The bigger fair also means big money coming to India. Few designs and ideas are just path breaking. Volunteers are really supportive. I feel that IHGF and EPCH

are growing with every year. Delhi fair has its own unique style so need not compare it with other fairs around the globe.

Andy Kingston, UK

Unique products in some segments

Prime Interest: **Souvenirs**



This is our first visit to this show, although we have been sourcing from India since last ten years. We are also looking for ideas for newer products. We are surprised to see how Indian manufacturers in the

unique segment have got such wonderful products like leather chairs, reclaimed wood items, modern furniture, etc. We have already shortlisted our supplier list and would be placing orders soon. **Sam and Abaull Raheb, Bahrain**

Spacious and well spread fair

Prime Interest: **Gift Items**



I have been coming to this fair from past 7 years, personally I like the new layout of the fair. It's spacious and better arranged. I am looking for gift items and new age products. Among those which I found interesting are incense holders, boxes, lanterns, etc. Other

countries through which I source are Indonesia and China; however India makes up for 40-45% of my business.

Maxime Letourneau, USA

Liked the new layout

Prime Interest: **Furniture**



I have been visiting the show for last four years now though my company has been importing from India for over a decade. I am looking for all range of furniture from small pieces to industrial, from wooden to metal. I quite liked the new layout of the fair and even new idea of more

products. There are enough exhibitors in every category, giving us a lot of options to choose from. I have placed many orders too, mostly from the suppliers we weren't earlier working with. 30% of our business is sourced from India.

Jean Theron, Namibia

Happy to return with new contacts

Prime Interest: **Home & Christmas**



I am an agent for my company that deals in home décor and Christmas items. Our company only imports from India since a long time. The products here have gone better and there are apparent developments in design and quality. I have placed orders for mostly Christmas décor

products and in this segment there are a lot of new designs and lot of new exhibitors. I am happy and I go home with a lot of new contacts. **Anne Wedebrand, Sweden**

It's very welcoming

Prime Interest: **Textiles and Home Decor**



I was here in the last year's IHGF. Since then I have been in touch through e-mails and phone calls from EPCH. It's such a huge fair that I have been continuously working. It's bigger and better. Ambience of the Delhi Fair is impressive and the cultural functions are making it

completely different from the other global fairs. It's more welcoming and feels like they are more willing to do business.

Janny Lockan, UK

Having given shape to the idea called IHGF Delhi Fair-Autumn 2014, EPCH's publicity & promotional activities reached out to the buyer community, world over. The Council's method of taking up promotional booths in prime trade shows in select markets of Asia, USA, Australia, South America, etc. were intuitively received. Many trade visitors approached EPCH official booths at overseas shows to know more about IHGF Delhi Fair and pre-register for the same. Information about the fair disseminated through distribution of banners, leaflets, product catalogues, brochures, release of advertisement and articles in trade publications besides promotions through e-portals were reciprocated to. IHGF Delhi Fair reached out to buyers through e-mailers in French, German, Spanish, Italian, Japanese, Chinese, Arabic, etc.

New format great and well organized

Prime Interest: **Home Textiles**



I have been coming here from 5-6 years for home décor and home textiles made up of linen, cotton & wool. I have been importing from Jaipur, Jodhpur & New Delhi, which contribute to 50 % of my business. We find this new format

of the show to be great and well organized. We are looking for items in subtle colours, have found suppliers and have placed a lot of orders. **Annelna Jonson & Marcus Eliasson, Sweden**

IHGF has become much bigger

Prime Interest: **Home Products**



The fair has gone much bigger and due to division of segments, our exploration has become easier and organized. I have contacted a few new suppliers dealing in metal and hardwood furniture. Their products seem to be promising, so I look forward to do business with them.

Oliver Tross, UK

Huge fair and commendable new layout

Prime Interest: **Textiles**



I have been coming to this fair for the last 15 years and I feel that this edition is the best till date. I love the new layout, there is so much to see and it is such a huge area. The products are very innovative and fresh. I have not yet downloaded the app as I talked to my suppliers and

came to know where they are! **Margot, New Zealand**

IHGF is parallel in stature to any top international fair

Prime Interest: **Antique Wooden Furniture**



This is the first time I am here. I have been importing from India for four years and majorly import from China. Delivery time for the suppliers here is assumed to be long but I want to expand my business by importing from here and only when I deal with more suppliers

can I comment on negatives or positives. **Matt Rangel, Spain**

It's spread out very well

Prime Interest: **Metal and Glass Home Décor**



I am in import and distribution business and have been coming here for over a decade now. I think this edition is much better than any of the previous ones. The bigger space is commendable. It's more spread out and the products are just fantastic. I really liked some

glassware and wood products. **Arnfinn Engeset, Norway**

Got to know about Delhi Fair in Shanghai

Prime Interest: **All Home Products**



The fair this year is better and it seems that IHGF is growing every year. I got to know about Delhi Fair in Shanghai, through EPCH's publicity channels. I have been receiving regular e-mails and phone calls about the fair so it's easy to access things this time. Cultural shows are always

an add-on to the experience but I feel it's not really necessary. I am impressed with Indian textiles and the product range here is different. **Anthony Koder, Australia**

Happy with our decision to visit

Prime Interest: **Wooden Furniture and Lamps**



Previously we were only sourcing from China and this is our first visit to the Indian market. Amazingly, the show delivers so much beyond expectations. We want to focus on new designs of wooden furniture and lamps and there is a lot of it in the fair. We guess it was

a right move to come here for our first Indian experience, at least according to the variety that we see. We are sure that the country has a lot of potential. **Ana Maria Mullet and Cecilia James, Argentina**

Beautiful and fresh pieces on display

Prime Interest: **Furniture and Home Décor**



Along with my regular vendors from Delhi, Moradabad and Jodhpur, I have also come across other suppliers displaying beautiful and fresh pieces this time. 80% of my sourcing is from India, with a little at times from China too. But I prefer Indian products more since they

have a genuine feel of handicraft attached to them. Now that the fair has gone bigger, it needs more information sources in every hall, and it would be wonderful if EPCH can provide more resources for information delivery. Along with the size products have improved in quality, quantity and several diverse lines of home décor can be spotted. I am really excited to be here and feel happy to be part of this grand celebration.

Wimmer Kowal, Germany

Communication from organizers has been good

Prime Interest: **Furniture and Textiles**



I have been visiting India twice a year since 15 years. Bigger fairs are always good to attend. This one is very well organized. It seems they have learned from their experiences. Quality of Indian products is getting better.

Peter Bower & associate, Australia

Learnt a lot before actually visiting

Prime Interest: **Glass, Metal & Wood**



I am a volume importer and supplier, visiting IHGF twice a year from past ten years. I prefer such a larger format fair as it's easy to handle. You get to see variety and freshness. Efforts from EPCH's end are quite visible. E-mails and phone calls from EPCH were helpful to us as we learnt

a lot before actually visiting the fair. Compared to global fairs this one has a unique identity with attractive and impressive taste and design. It's original. **Timm Exner, Germany**

Cultural events break the monotony

Prime Interest: **Rugs and Home Decor**



My friend's sister informed me about Delhi Fair. I am a wholesaler and do supplies from India, so thought of visiting the fair myself. It's a huge fair and I am feeling happy about it. Also there are more options to choose from. The layout is good. I hope to get compatible prices and good

quality. Cultural events break the monotony. I love to coming to Delhi. The mobile app is useful.

Amenda & associate, Australia

Exhibitors have great stuff

Prime Interest: **Home décor**

I own an online shop and deal mainly in home décor and furniture products. It is my first business visit to India. I really liked some wood carving designs that I saw here. Being a first time visitor, I can't say about the previous editions but I really like Delhi Fair 2014.

I think exhibitors have great stuff, the cultural events have added an Indian flavour to the fair.

Komi Akiyama, Japan



The pricing is smart

Prime Interest: **Home Furnishing and Deco**



It's the first time that I am visiting. Quality of products in the fair is above par. Textile and Wood products are impressive and the pricing is smart. India has great potential to grow, as majority products that we

encounter at Ambiente, Germany are either from India or China. The Cultural programs are adding up to the experience. **Umith Seha Zeybek, Saudi Arabia**

More convenient to locate exhibitors

Prime Interest: **Textiles**



I have visited the previous editions of this fair too. I think that this is much better in terms of size and range of products and layout. It is more convenient to locate exhibitors and products. I source my products from

India and China both and there is a big difference between the products. This time I found some good carpets and rugs. **Toshiro Hiramatsu, Japan**

Changed my mind about India

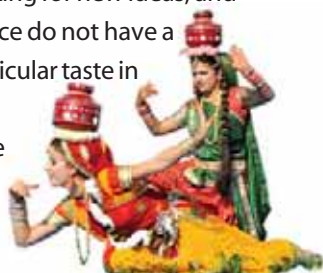
Prime Interest: **Home Accessories**



This is my first visit to India. The show is beautiful and I look forward to do a great deal of business here. I am looking for new ideas, and hence do not have a particular taste in

mind since that would narrow down my search and can make me miss a lot.

Mohab Rasmy Alfay, Egypt



Cultural Concoctions enthrall and help unwind

The cultural programs planned throughout the show with regional dances and musical performances have been heartily accepted. Many visitors felt, it relaxed the mind and broke the monotony, while some have said such national representations of culture & heritage is not to be seen in any other international trade show, hence counts as a very unique feature. Some felt, it familiarized them with the Indian cultural background as they took a quick snack or drink break. Rustic Rajasthani, Manipuri, Gujarati and Punjabi dance troupe performances enthralled visitors at IHGF Delhi Fair. Instrumental music on Nagaras by drummers of Rajasthan and Haryana, flute recitations, Jal Tarang, Tabla, Saxophone and Violin performances helped unwind in between hall hoppings. Trade visitors and overseas journalists have welcomed this initiative and feel this highlights Indian culture, its bright and energetic colours & costumes as well as its very happy people.

