

Buyers Comment

on IHGF Delhi Fair-Autumn 2017

Prime Interest: **Furniture**



I have a company called Besp-Oak Furniture in UK. I am here to source home accessories and furniture. This is my 7th season at IHGF and I am really enjoying here. This time I can see plenty of new products, especially in accessories. I feel IHGF is a good platform for launches,

product promotions and business. **Steve Mosley, UK**

Prime Interest: **Home Textiles**



I have a business of textiles and good variety and quality of Indian textile products brings me to IHGF. This is my 3rd season here. The fair is really good and well organized with wonderful facilities. I could also see many innovative things this time. The products here are very

classy and the quality, very good. I am amazed at the beautiful cushion covers and embellishments like colourful tassels.

Hadas Sadeh, Israel

Prime Interest: **Home Lifestyle**



I am here for the first time. It feels really great to see such niche products. Decoration products here are very attractive and I am

also looking for furniture. In our market there are only 30-40% of Indian products but I would prefer to increase this percentage because I really find these products attractive. Also the fair is well organised, peaceful and very pleasant.

Eduardo Torres, Portugal

Prime Interest: **Home Decor**



Namaste!
This is my first visit and I am really happy with my experience of a magnificent

fair, courteous people and comfortable facilities. I am here for small furniture, home décor and gift articles. The quality of these products is good. The workmanship is commendable, especially in metal ware that has intricate carving work.

Nicole Bude, Australia

Prime Interest: **Home Accent Products**



We are from Penny Farthing Design House, visiting IHGF for the 5th time now and can see various new things here. Back home in Sydney, we have our own gallery of home decor

products. Here we saw varieties of amazing things that can find space of pride in our gallery. Really like the fair and the arrangements. Right now we import only 5% of our total imports from India but we are working on increasing it. The work here is really appreciable, especially the handicraft products. **Sarah Neilsen & associates, Australia**

Prime Interest: **Gifts**



I really like the fair and the people here. I am here to source gifts and have already seen some that would seem unique to people in UK. Yes this edition is much more than my expectations. I've been attending IHGF since the last ten years. I see a lot of new things this time. 30% of my total exports are from India. The thing I liked the most this time was vintage style pipes. They are so special and attractive.

David Hardy, UK

Prime Interest: **Home Products**



This is my 2nd visit to IHGF and I am very happy to be here. I have a company called Moksha and am here to source various kinds of

home products. I have met many suppliers and found what I came here for in home decor, cupboards, textiles and lighting. I can see a lot of changes in the fair this time. It has turned out to be beyond expectations! The visual merchandising and category spread outs are impressive. Hope to see this fair again the next year.

Soledad Navarro, Latin America

Prime Interest: **Home Interior Products**



The fair is good and I can find really friendly people here! The exhibitors are ready to share detailed information about their products which is helpful for buyers like us. We need to know the origin of products, how they are made, etc. I am looking for products for my interiors

business as well as some textiles with interesting work. I would really love to visit this fair again.

Ulla Marie E. Krusell, Sweden

Prime Interest: **Artisanal Apparel**



I am Product Manager for Savage Culture. I really find this fair much better this time. In fact IHGF gets better with every edition- never fails to surprise! I am a regular buyer here. I am looking for accessorised apparel. I am glad to be here and will visit again. **Fermin Rodriguez, Spain**

Prime Interest: **Furniture and Gifts**



The attitude of people here is good. I am basically looking for furniture and gifts. The IHGF has turned out to be a much better fair than I expected. I could find extremely good new products which are not only elegant but have so much craftsmanship and tradition in them. I

have placed some orders and I'll buy some more soon. The prices here are better for us than what China offers. **Chris, UK**

Prime Interest: **Home Textiles**



This fair has really good standards in every way. I am here for sourcing textiles and have been visiting IHGF since a long time. This is my sixth season here. I am really amazed to see new things every year. Indian products take up 60% of our total imports. The prices are good too.

Jodie Sanders, Australia

Prime Interest: **Back Packs**



I am from Chie West, a back pack speciality company. This fair has come a long way since its start, I hear, and I really like being here. There can be a lot of opportunities one can get through the medium of this fair. I really like variety in back packs here. Some concepts are

new to me and very attractive. The hospitality here is good and all the handmade crafts are really pretty.

Osvallolo Cabreara, USA

Prime Interest: **Fashion & Lifestyle**



This is the first time I am attending this fair. I have found my regular suppliers and a lot of their friends here. The variety offered is exclusive and different. I am here for jewellery, cushions and tunics. I have already placed orders for this summer and the next. The event has

been organised nicely. **Nilay Comer, France**

Prime Interest: **Decor & Furniture**



I am able to see many new things here. I am basically looking for home decor and furniture. I have seen good

variations in these at the halls. It is amazing being here and hope to come next year. **Paul, Hong Kong**

Prime Interest: **Gifts**



This is our first visit to IHGF and we are really looking forward to make contacts. We are here for textile products particularly in brushed cotton. We seek cushion covers, bed covers and a blend of tribal

and ethnic textures with a contemporary twist. We have a good flow of Indian handicraft items in our market. **Wendy Grobbelaar, Australia**



IHGF Delhi Fair stands out amongst the best in the world



Sunny Zeng

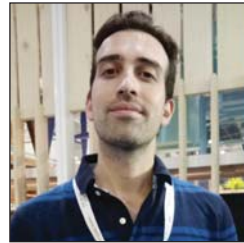
Director of Sales and Marketing, Manager of Import Dept., YIWU P S Fashion Trading Co. Ltd.

This is the fifth edition of the IHGF I am attending. I am pleasantly surprised to see the arrangements and facilities for buyers and exhibitors. I also visit other international fairs. It wouldn't be wrong to say that this fair definitely stands out.

As of now, we source incense sticks and agarbattis from India for which we already have our regular suppliers here. Like India these products are not perceived as something which

are used only in poojas but homes fragrances and luxury products that are sought after by the young and elderly alike. We are trying to expand imports in furniture and raw materials that we are searching this time are sandalwood and few items in metal but for now its not much. Compared to China Indian products are much better in terms of quality. In China, because of our government, people produce everything in bulk quantity. They don't apply their artistic acumen to create anything. So everything is produced in bulk. Whereas in India such products are made by hands and this justifies the pricing as well.

Prime Interest: Home Products



I am here for the furniture, home textiles, cushion covers. The cushion covers here are really unique with various designs and new ideas in accessorisation - ethnic, elegant and traditional.

Daniel, Netherlands

Prime Interest: Garden Decor



I am interested in décor items for Christmas as well as other garden ware. There should be more exhibitors in this category because India manufactures so many garden & outdoor items. I have been visiting India many times. I am looking for a specific pattern in lanterns

for bulk orders. **Jeremy Elder, UK**

Prime Interest: Home Decor



I have been attending this fair for years now. This time the fair has improved a lot. I am looking for home decoration basically made of metal and glass as well as nickel plated ones that are very popular. I am looking forward to buy some Christmas decorations. Wood decorations

are amazing here. 15% of our market constitutes of Indian products and there is scope for more. **Ulli, Switzerland**

Prime Interest: Home Decor



We have a company called BH Imports that has traditionally

been dealing in new homes online. Given our huge customer base, we are diversifying into home décor. The value of our imports could well run into millions of dollars in times to come. We would like to buy 80%-100% goods from India itself. The product quality and design here is impressive. **John Wendroff and Kourtney Boehler, USA**

Prime Interest: Home, Garden & Patio



I am from Adore Australia. This is my first visit to this fair and I am here for home ware and garden ware and patio products. We

have got our specific suppliers but are also interested in other options. I am trying to grow business from India and I want to introduce Australian products in India. We import 80% of our products from India.

Karen Thomson, Australia

Prime Interest: Lamps & Lighting



I really like the fair. There are very attractive things here and the way they are displayed is truly commendable. I really liked the options in containers and lamps

& lighting. The carpets here are very interesting too and it feels good to walk on them. Indian products have a limited presence in our markets. There is potential so we need to explore possibilities.

Karin Gardiner, Australia

Prime Interest: **Festive Decor**



We are here for the first time, happy to be a part of IHGF. We are here for home decorations and also Christmas accessories. Everything here is balanced. In our country Indian products are not very popular but they are gradually getting loved,

especially the beautiful and colourful cushion covers made of cotton and linen. **Valentine & associate, Italy**

Prime Interest: **Natural Material Decor**



I represent my company-Pom Pom Bazar. I am majorly here for textiles and decor accessories. This is my first time but people from my company have been coming to India for business. I am interested in anything innovative and interesting that I find as I want new ideas

to attract my customers. I seek only natural raw materials and nothing machine made. We take 50% of our imports from India. **Corine Matchetti, France**

Prime Interest: **Handicrafts**



The fair is really well organised and well maintained. I am here for small little handicrafts, jewellery, furniture and scarves. I have visited IHGF many times before and this edition is the best. I could see varieties and new designs. I really like

the innovative ideas which these Indian sellers get every year. **Susanne, Switzerland**

Prime Interest: **Small Artefacts**



I am basically looking for artefacts and small home decorations particularly in metal, glass, and wood. Indian handicrafts are

very popular in our market. I am looking forward to place some orders before signing off. **Peter, Germany** (seen with his supplier from NER at IHGF)

Prime Interest: **Metalware**



We are here for metal home accent & decor as well as lamps. We

have been visiting this fair since many years now. Our customer base back home love Indian decorative lamps and metal crafts. **Monika Krresinska & associate, Poland**

Prime Interest: **Home Décor**



I have been coming to this fair since 6 years now. This time I think everything is so well organised, wifi facilities are really good, food and lodging facilities are appreciated. I am here for home decorations and gifts. I found some new techniques this time.

Piedeleu Veronique, France

Prime Interest: **Carpets**



I am primarily looking for carpets, furnishing and accessories. The market for Indian carpets in my country is very receptive. I have been to other fairs around the world, like in Germany and Europe but only clever design and creative arts capture my interest. The

organisation of this fair shows tremendous effort.

Omar Abou El Makarem, Egypt

Prime Interest: **Furniture and Interior Hardware**



The fair is really well organised with all facilities in place. The exhibitors are really friendly and so nice to us. I am looking for furniture. I have visited IHGF many times before. There are lots of new designs and ideas in the solid furniture area this time. I

have placed some orders too. Indian products are popular in our market. **Yaisee, Japan**

Prime Interest: **Metalware**



I have a company called Casapie SRL and am here to source unique textile based handicrafts and

cotton garments. This fair is really very attractive and well organised. The decorum is well maintained too.

Sonia Morina, Italy

Prime Interest: **Recycled Paper Products and Gifts**



I am really impressed with everything here. As the fair is big, more information kiosks would work well for first timers. Overall buyer facilities are fine. I am here for recycled paper products and gifting stuff. I have already found some really good products. Indian products are quite popular in our market. **Mauro Garino, Italy**

Prime Interest: **Home Accessories**



We have been coming to this fair since years now. We have our regular suppliers here and business with them is fine. We are seeing products by other exhibitors as well. We are here for home accessories, textiles and we found some very good collections. We have already placed some orders and are looking forward to finalise some more soon. **Alison and Irene, Canada**

Prime Interest: **Handwoven Items**



This is my first visit to this fair. It is very cheerful and very systematic, everything is so well organised and there is a wide range of products to choose from. It feels wonderful to be here. All the facilities provided are perfect. We are basically looking for textiles, particularly cotton and hand woven items as well as home accessories. Looking forward to place some orders soon. **Eluera, Austria**

Prime Interest: **Bean Bags & Poufs**



I am a first time visitor at the fair. I am feeling really good here, very happy to see so many vibrant colours and designs. The facilities are really good. I intend to source home furnishing products, bean bags and pouffes. **Muneki Iton, Japan**

Prime Interest: **Home Decor**



The Way We Are! That's the name of my company. We are interested in decorative products made up of metal and bamboo; and textile products made up of cotton and polyester. While sourcing I see the instant appeal of a product and where it comes from. Design quality is important too. Currently we are making 75% of our imports from India and little bit from Vietnam. **Osnat, Israel**

Prime Interest: **Tin & Wood Items**



I am basically interested in decoration items particularly made up of tin and wood. My company has been coming here for 45 years as we only prefer handmade products over machine made ones. We import roughly 50% of products from India. In terms of quality of the fair it won't be wrong to say that it is catching up and is now being compared to the best fairs of the world! **Martin Hall, Iska, Australia**

Prime Interest: **Fashion Jewellery & Accessories**



Saint Cloud Cauret Pvt. Ltd. is my company and I am here for fashion jewellery and accessories like hand bags. My company is also interested in silver jewellery. I have been visiting this fair earlier as well but this is the first time for sourcing. **Cloud Cauret, France**

Prime Interest: **Home Products**



I have been coming to this fair since a good 10 years now. I notice that the fair has definitely improved a lot. Indian products are slowly getting popular in our market. I am basically here for some decorative items. **Lek, Thailand**

Prime Interest: **Decor**

I have a company called Flex House that deals in home accessories and textiles. This is the first time I am visiting this fair. India has a few but distinctly attractive product propositions for the European market. **Zbigniew Cemus, Poland**



Prime Interest: **Home Decor**



We deal in all kinds of home & lifestyle products ranging from fashion textiles to houseware and home accents. We source majorly from Morocco and India. Besides home décor, we also source hand block printed products from Jaipur. We like colourful product lines. More than

30% of our imports are from India. I notice that big companies at the show bring in lot of novelty and product innovation.

Jenny Lockton, UK

Prime Interest: **Houseware**



I represent a company called Cosy Living and this is my second visit to this fair. We are wholesalers of textiles and houseware like metal and glass products. I am here in quest of new suppliers of glass and handmade products. We buy from India for the handmade and

handcrafted value. 80% of our company's imports are from India. **Linae, Denmark**

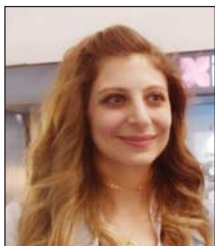
Prime Interest: **Home Decor**



This is my first time. I find the fair to my expectations. I had heard about it and it has turned out to be as I had imagined it to be! I am here for home decor and home furnishing items as well as textile crafts. I have already made some purchases and am hoping to buy more

before the fair closes. **Soledad Mendez, Argentina**

Prime Interest: **Home Products**



This is my first visit to this fair. I am basically looking for home furnishing items like cushion covers, bed covers and some decorative items. There is a wide variety of products. Everything is so cheerful. I

really like everything here and I have already made some purchases. **Merve Kilinc, Turkey**

Prime Interest: **Wedding Décor**



I am here for wedding décor accessories. I am really happy with the variety and quality of products here. I have met some suppliers and really looking forward for long term business relations. The Marts at the Expo Centre are very beautifully decorated. Everything is so festive and

beautiful! **Nicole Kapakian, Greece**

Prime Interest: **Home Furnishing**



The fair is very good. It has a wide range of products. It is my first time in the fair and it has definitely met my expectations. I am basically looking for home furnishing items and I am really happy with what is offered by suppliers here. I loved the door knobs, they are

beautiful. Indian handcrafted decorative stuff is very popular in my country. **Yumi Takusagawa, New Zealand**

Prime Interest: **Home Interior Products**



Basically I am looking for home interior products and some textiles. Indian products have a 30% import share in our country. I am sure prospects can be explored towards increasing business. The exhibitor halls are well spread out and so are the vibrant Marts at the Expo

Centre. **Lee Hyunja, Korea**

Prime Interest: **Handcrafted Home Decor**



We are importers and wholesalers of home decorations. We are visiting this fair since the last seven years. We are here for both Spring and Autumn editions of the show each year. We are looking for everything from furniture to lanterns and table top décor. We are here to

work with our regular suppliers but are also viewing others' product lines as well. We need to be on the lookout for innovations to cater to our buyers back home. 80% of our imports are from India. We also import few items from Indonesia. **Samina and Menno, Germany**