

Buyers speak....

on IHGF Delhi Fair-Autumn 2018

Prime Interest: **Home décor, furniture & interiors**



I have been attending this fair since a couple of years now. At my firm, On interior, we deal in home décor, furniture and interior products. I met my regular suppliers and signed deals with them only. 20%-30% of our products are imported from India and the rest from China. Indian products are nicer in the way that they are more handcrafted and the material is wonderful. **Beatrice Lindgren, Sweden**

Prime Interest: **Home Decor**



I am Director, Artemis Online Sales and this is my first time at this fair. You can see that goods here are of a very consistent quality. The facilities provided to the buyers from EPCH are excellent. We got lunch, dinner and clean toilets which was very nice. The products here are very different; it's not something we can easily get from other countries. We deal in textiles and I have signed some new deals at this fair.

Dianne Gillard, USA

Prime Interest: **Home lifestyle**



Through my company, Balakata, I have been trading with India since the last 5 years. I have signed new deals with my regular suppliers in India who also participate in this fair. 80% of our products are imported from India only. Besides India, we also source from Turkey and Spain. The quality is very good and the fair is perfect.

Lela Martinet Benjumea, Spain

Prime Interest: **Home Accents**



Our company, Creative Design Ltd., sells to most retailers in USA. This is my second year formally in India but our company has been trading with India since the last 15 years. Currently, we import 10% of our goods from India but China is our main market. India has always been wonderful to me and the company. I feel the display at IHGF is great.

Frank Garcia, Hong Kong

Prime Interest: **Textiles, rugs and carpets**



We are into mail order and online business at our firm-DW Shop. We have been in trade with India since over two decades, for home textiles, hard goods, home decor items made of wood and iron as well as jewellery. At this edition my focus is on textiles, rugs and carpets. Around 80% of my imports are from India and the rest from China and Indonesia. Indian products are very beautiful. They need no improvisation. Variety and choice at this fair is beyond compare. I have long term business relationships with exhibitors and artisans I got through IHGF. **Christiane Nemitz, Germany**

Prime Interest: **Home Products**



We do everything from carpets to lanterns and also furniture & furnishing. We have been trading with India since last 15 years and I myself have been to India 14 times. While we source designs of our suppliers, some lots need customised designs. About 35% of our total imports are from India, with the rest from China, Turkey, Indonesia and Vietnam. I am happy with the fair and I think the product quality and designs offered by exhibitors at IHGF has improved a lot with time.

Marion Horgan, Australia

Prime Interest: **Wool and silk rugs**



We, at The Oriental Carpet, sell hand-knotted rugs which are made from wool and silk. We import silk scarves from Nepal and China.

We also import goods from Vietnam, Philippines and Nepal. We are looking for exporters with high quality goods. Higher quality and fine rugs should be manufactured with pure materials in order to compete with other countries like Iran and Turkey.

Sasha Amir, USA

Prime Interest: **Bath & kitchen, homeware**



Our inventory consists of bathroom and kitchen accessories and home ware like lights, duvets, cushions, cutlery, etc. We have been importing goods from Vietnam, China, Indonesia and Pakistan. Around 35% of the goods

manufactured by our company are imported from India. The main reason that our company, MRP Home, keeps sending representatives to this fair is because of the high quality, good workmanship and irreplicable craftsmanship.

Jaqi Pierrot and Carmen Callaghan, South Africa

Prime Interest: **Decoratives**



I am from Nitori Co. Ltd. I also visited the IHGF Spring fair last time. My area of interest is all types of decorations, including fabric ones. I can see the reflection of contemporary trends in products presented here. We are Japanese retailers and we seek contemporary products. For pure Indian

items, our market is very limited. I feel, the Indian manufacturer has become popular now. The services provided by EPCH are great and I love them! We get food, beverages and there are a lot of comfortable seating areas. **Sakura, Japan**

Prime Interest: **Home textiles**



I have been visiting this fair since the last 20 years. My company is called Fox Home and I deal in

textiles, hard goods and decorative items. We do have regular supplies here but I am looking for more. Annually, I import goods worth 1 million US Dollars from India and I also source from China. Indian products are more expensive but are more fulfilling. The quality is good too. **Talia Porat, Israel**

Prime Interest: **Handpainted furniture**



I have attended this fair before also and am very satisfied with everything here. I am looking for traditional hand painted

furniture. In my country the market for Indian products, specially textiles and furniture is very good. My own company imports more than 50% of products from India. I am very satisfied with the facilities at the fair and I had a really good time here. I expect to see more hand painted furniture here.

Pavla Silva, Spain

Prime Interest: **Furniture**



We have got an online furniture business in UK and the products we deal in are bass stools and chairs. At this firm called, Where Saints Go, we have been trading with India since a few years and I have also been around IHGF shows. 70% of our imports come from India and the rest is from China.

Our experience has been great so far. It's a nice and friendly fair. Next time we would love to see more in furniture!

Tracey Hague, UK

Prime Interest: **Home decor & seasonal**



Ours is a privately held company about home décor and seasonal items called, The Gerson Companies. We have been trading with India since the past 10-12 years and have been associated with EPCH since then. Our trade has been quite beneficial. Indian items are highly perceived among the

locals back home. Along with a nice artisan touch and craftsmanship, the price is higher but worth it. I think the innovation that comes out of India is the strongest. India has always been developing in crafts and the materials they offer are wonderful and rare. **Elizabeth Courant, USA**

Prime Interest: **Home Products**



I work for an import-export company called The Russel Collection. We import handmade goods made from

brass, metal, stainless steel, etc. We have been importing goods from Moradabad and Delhi since the last 20 years. I have been attending IHGF since a very long time now. We also import goods from China. I feel India's creativity is incomparable.

Lisa A. Barnett, Australia

Prime Interest: **Home Interior Products**



I am from UMA home décor and this is my first visit to IHGF. We are into wholesale and retail of home décor. I already have regular manufacturers in India. From my company, there are five buyers present here for sourcing. The products are beautiful and I could see many fresh ideas displayed. The

prices are very competitive and we have made deals. We import around 20% from India but we are planning to increase that by 5%. Besides India, we also source from China, Indonesia and Vietnam. Product displayed here show that artisans and exporters have invested their time into the production of some unique goods. **Leslie Twomey, USA**

Prime Interest: **Decor & Furniture**



Our company, A & F Products, is a new startup, just 6 months old. We haven't traded anything yet from India. The fair is amazing and way more than what I expected. I learnt about this from a buyer community. I am looking forward to take as much as 70% of my total first imports

from India. I am going to head back home and start evaluating and making deals with the exhibitors I've met here. I am looking for furniture, decoratives and stationery. **Frances Long, UK**

Prime Interest: **Furnishing & decor**



Our B.H. Imports connects to the Indian suppliers to facilitate trade. We look for specific product requirements from India. Our fields of interests are furnishings, handicrafts and home décor. We've had some previous constant suppliers and some new ones. I have been associated with

EPCH since 3 years. Our business is vast but the specific items that we import from India, we don't take from anywhere. So that way its 100% of our import. We do trade in US, UK and Australia. The fair is very well organised, the presentations are proper and there has been noted improvement since the past years. The facilities for us buyers have been carried out great. There is a lot from China in our market but with time people resort to Indian products for better quality and at times rates! **Josh Hoffman, USA**

Prime Interest: **Home decor & furniture**



Our firm is Rubens Decoration, a very new company. We deal in furniture, lights and basically all home interior products. This is a very big fair and we found some really unique pieces. The fair is well-organised and very

busy. We love it! **Rubens Maurice and Ruben Sharon, France**

Prime Interest: **Furniture & textiles**



Our company, Harvey Norman, deals in furniture, bedding, textiles and accessories. We have been importing goods from China, UK, Denmark and other countries as well. We have been trading with India indirectly through agents in

India. This time we have decided to come to the fair directly and look at the goods ourselves. We are really amazed by the variety present at this fair. **Zoe and Yvonne Nugent, Ireland**

Prime Interest: **Furniture**



Our company-Tower Living is about furniture. We have been trading with India since the last 22 years and have been associated with EPCH since decades. Earlier we used to trade with India a lot but that discontinued. Trade has started again with an initial 5% imports. We also buy from

Europe, Vietnam and Indonesia. EPCH has treated us well. We are quite satisfied with the furniture work and the unique designs displayed. The craftsmanship is great. **Jan Merkus, Netherlands**

Prime Interest: **Decorative lamps**



Our company, Bamboo and Lily, deals in enamel ware and bamboo clothing. We import goods only from China and India. I am looking for decorative lamps and towels. 50% of our imports are from India. We mostly sell on Amazon. I am a part of a business trip with 50 other buyers. The

products in India are very unique and are of high quality.

Christine Berry, Australia

Prime Interest: **Fashion & home**



Through my firm- Orientalissimo 2 SAS, I have been in this business since the last 10-12 years. I have been attending most fairs that are organised by EPCH. I visit India twice every year only for attending the IHGF Delhi Fair. I visit to source new and exclusive products because market trends keep changing and you need to offer something different to stay competitive. Our inventory consists of jewellery, accessories and garments. Around 90% of it is Indian. Basically, we represent India in Italy. We also import from Indonesia, Thailand and Nepal. I hope the manufactures keep coming up with something unique every year and I continue my sourcing visits.

Bucciarelli Giouseppe, Italy

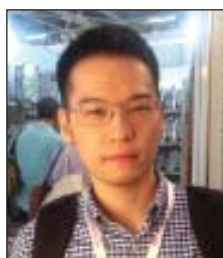
Prime Interest: **Home decor**



At my company, Indigo Love we deal in furniture and home décor. Ours is a homewares brand and we source furniture, decor, furnishings, etc. This is my fifth visit here so I do have my regular suppliers from India. I import 70% of my goods from India and the rest from China. India's products are more creative and offer variety of designs than China. The facilities here are good and I am very impressed.

Tara Lauren, Australia

Prime Interest: **Home furnishing**



I am from Smile Living Home Deco. The main products we are here for are, cushions, curtains, carpets and home décor. This is my first time at an EPCH show but we have been buying from Indian agents since 20 years. We are looking for new products and new fabric items which

is why we have come here directly this time and not through an agent. 80% of our products are imported from India and the rest we buy from Thailand and Indonesia. The facilities provided by EPCH so far have been good. Indian products have more texture and are also picking up in terms of trade in Taiwan. Apart from what I buy, I see leather sofas and furniture for the market in Taiwan. **Bryan Chou, Taiwan**

Prime Interest: **Furniture & houseware**



Our company- Dekmo Mobilyas is all about furniture and houseware accessories. Since three years we have been trading with India. I have attended an EPCH fair earlier this year so this is my second time here. In the Turkish market, we see many Indian accessories, carpets and cushions. There is a good scope for these products there. We import about 3% from India and the rest from China, Indonesia, Europe and Vietnam. **Engin Sezgin, Turkey**

Prime Interest: **Home accents**



We are buyers of decorative items, textiles and furniture for home interiors. This is our first time at an EPCH fair and we haven't yet traded from India. All of Indian products are very different and unique in their own way and we are here to start sourcing.

Among facilities, the wifi connection is free unlike in many other fairs we attend. Transport is taken care very well by EPCH.

Cesar Granados Catala & associate, Spain

Prime Interest: **Hotel decor**



I am Director, Dekotel. Our company makes hotels and we are working on high-end hotels. Everything that goes in the hotel room and the lobby is what I am looking for here and around the globe. I have been attending EPCH fairs since last year but have been in trade with India since last three years. 2% of my import is from India and rest is mostly from Europe. My base, Monaco is very small that's why there is not much of a market there so we are basically working in all of Europe. **Boris Dovino Shechter, Monaco**

Prime Interest: **Houseware & furnishing**



I represent my firm- Shenzhen Chengyu (Home Division) . Our company deals in home ware and furnishings. At this fair, I am looking for home textiles like cushion covers, bed sheets, etc.

Cheng Kun, China

Prime Interest: **Fashion accessories**



Our company, De Filippi, deals in garments and scarves. Right now we are looking for new variety that we can add to our collections. This is my first time at this fair. People here are nice. We already have some suppliers and of course are looking for more. India's

plus points include good quality textiles and ability of suppliers to work with varied quantities which is not possible elsewhere. The Indian goods stand out in the international market majorly because of craftsmanship. **Agathe, France**

Prime Interest: **Reclaimed & vintage**



I am from The Interiors Barn Ltd. and this is my first visit. The fair has to a lot to offer with huge ranges in high-end quality. I am looking for furniture and homeware. I am keen to find some unusual pieces of industrial furniture and the likes. Vintage, recycled and reclaimed wood is of great

importance to me. I do want top-notch quality but it is also critical that it is up-cycled wood. I am searching for companies that are willing to sell a heterogeneous range of products. I found some industrial furniture and home decorations that would work well at my store. I do wish to meet companies that are doing LCL shipments rather than a whole container of a single products. The services provided, especially the buyers' lounges are a great relief for me. It is good to have comfortable seating when tired.

Alex, New Zealand

Prime Interest: **Jewellery**



I am from Tiny Miracles Foundation and it has only been a brief time that I have been at this fair. But the first impression is really impressive. It is superbly well organised and the variety of the products is striking. It is good that at a single fair we get to see

diverse products. I am looking for jewellery and accessories. We supply products to museums across London, New York and the rest of Europe. We make products with the slum communities of Mumbai. We are really proud that we do fair trade with developing countries like India and would love to find suppliers here for that.

Ester Yasmin Driel, Netherlands

Prime Interest: **Home & fashion**



We are from Franfranc Corporation, a trading company and this is our first visit to IHGF, though other people from our team have visited many times before. We have been sourcing goods from India since the last 5-6 years. We do have regular

suppliers in India. Our company deals in bags, cosmetics, home décor, furnishing and related products. 20% of our products are sourced from India and the rest from China and Europe. People in Japan like Indian products as they are very unique, especially the handmade bags. **Miyuki Ando and Maiko Ito, Japan**

Prime Interest: **Furniture & homeware**



Call us patrons or regular buyers here. We have been visiting India for sourcing since twenty years. We are happy to see how much India is improving in terms of products and suppliers—we have witnessed the growth in their business. Everything in India has improved except the traffic situation. We have been associated with EPCH since over ten years and 30-40% of our import is from India. Our focus is on classical and antique appearance products. The Indian ambassador in Mexico is organising a cultural event there to celebrate the culture of both the countries so everyone in Mexico is talking about the event and India! **Cecilio Garza, Mexico**

Prime Interest: **Homeware & rugs**



I am the owner of big hyper market stores in Brazil and other countries and also a wholesaler. My company is called Super Muffato. I am looking for home wares, kitchen wares, glass wares and rugs. I have been importing from India since 2014 but this is my first time at the EPCH fair. 2% of

my products are from India but I am very impressed with that 2%. Our clients back home like the rugs sourced from here because they are fair priced and of better quality. I would love to see housewares and kitchen products packaged for super markets. India has a potential in the segment and must explore it.

Rosa Meni Muffato, Brazil

Prime Interest: **Furniture & hardware**



I am from Ruby Star Traders Pty.Ltd. So far, experience at the fair has been good for me. We have regular suppliers here but having more options is always rewarding. We deal in furniture and hardware imports only from India. In India it is easy to

find handmade and unique products in furniture. But in view of the growing competition manufacturers can maintain their edge with improvisations on the actual product construction.

Christopher Sayer & associate, Australia

Prime Interest: **Gifts & decoratives**



Bellaluna Gift Items are all about decoratives. In India I have been searching for frames, hangings and other room decoratives. I have been attending EPCH shows since last three years. I have few permanent suppliers here. About 30% of my imports are from India and the rest 70%

includes sourcing from China, Vietnam and Thailand. We see huge companies from Dubai purchasing the same products and articles from India. So the market is growing. EPCH has been pretty considerate and nice with their facilities. The improvement is pretty good, every time I come I see better, see new companies participating. **Bassil Khaled, UAE**

Prime Interest: **Rugs & homeware**



We are wholesalers in South Africa selling home décor fabrics and rugs to interior designers under the name HAUS. We have been associated with EPCH since 4 years and have got ourselves few suppliers. A good proportion of our

imports include Indian products. The facilities which we have experienced here are pretty much perfect and comfortable. In our fields of interest, like we say rugs, the time taken for the delivery is a lot but then they are all handmade, so yes we can wait, makes it all feel worth it.

Katrin Herrmann-Van Dyk, South Africa

Prime Interest: **Furniture, textiles, lighting**



One of us is a commercial manager of Moksha luxury stores in Uruguay, and the other is a buyer agent in India. We are here for home decor products, furniture, textiles, and lighting. We have around 10 suppliers

currently and proud of the sixty percent that is imported from India. The most valued thing about Indian products is design and quality. I have been attending EPCH shows since the last five years. Indian products are not very common in Uruguay and ever since I have supplied them, the market has been growing. I am looking forward to increasing the market for furniture products. Looking for softer tones more basic and beige.

Maria Soledad Navarro Trigo, Uruguay

Prime Interest: **Lifestyle products**



I am a wholesaler and I have a commerce company MMP Scandinavia by MRSP in Sweden. I have been traveling to India for buying for over 20 years. I have been around these fairs that happen in Delhi. I look forward to lifestyle products like cushions, curtains, furniture, fashion

accessories. In Sweden we see a lot of Indian products like carpets, brassware and specially fashion, there is a lot of clothes there of course. In my category of interest products have been improving all the time. But yes, focusing on the markets for more sustainable things should be regulated. 98% of my imports are from India and the rest 2% is from Portugal. **Pernilla Peach, Sweden**

Prime Interest: **Marble goods**



It's my first time here. We at Dryreskinn are looking to source new products. I got to know about this show online. The products that I am interested in are mainly marble goods, kitchen ware and table ware. We used to import from Europe mainly but now we are expanding. The other products we

are interested in are rugs and carpets. The exhibition is really good. There is a lot of range in the products. I hope by next year, I get to see more varieties in marble goods.

JJW John Prim, Netherlands

Prime Interest: **Fashion accessories**



This is my second visit to this fair. Our company -Dodi, deals in jewellery and fashion accessories. Besides India, we are also importing goods from China, Italy, France and Philippines. I am planning to add more variety to my inventory by importing textiles and notebooks from

this fair. I am really happy to see how Indian manufacturers are keeping up with the international trend and I get to see new products every time I come here.

Helena Ramos, Belgium

Prime Interest: **Home items**



This is my first visit to India and this fair. I am here with 50 other buyers on a business trip. We mainly sell on Amazon. We usually buy from China but this time we are trying to source goods from India too as we have heard that Indian goods are of a higher quality and attractively

priced. We are impressed with the designs and quality presented at this fair. It's excellent. **Kathleen Lloyd, Australia**

Prime Interest: **Textile products**



I am Director Comercial, Artesanias Medina and this is my first visit to India. Our company sells key chains, magnets, t-shirts, bags, accessories, jewellery, etc. In this fair we are looking mainly for textiles as we have observed that Indian textiles are of

high quality and comfortably priced. We are also looking for fashion accessories but the prices seem a bit high for us.

Jose Angel Madina Diaz, Spain

Prime Interest: **Home products**



I am looking for home décor, kitchen and bathroom accessories as well as textiles. I have come to India specifically for this fair. I really appreciate the arrangements made for visitors and the variety of products at this fair is great. I am planning to start an exclusive business with Indian goods, so I hope this

fair helps me kick-start my venture. **Grant Backhouse, Australia**

Prime Interest: **Accessories**



My company, Pink Lemons deals in garments and accessories. I already have prior appointments with my regular suppliers here at the fair. This time I am looking for more jute and velvet goods. I am also looking for jewellery. China, UK, India, Denmark and Indonesia have been

my major suppliers. With so many improvements at the fair with each edition, I desire that they have more information available on the products like quality, grades, price labels, discount prices, material used, etc. There is a lot of use of calculators so the meetings become long and time taking. If everything is pre-calculated, it would save a lot of time. **Leah, UK**

Prime Interest: **Home textiles**



I am a designer and have my own firm- JRW Designs. This is my fourth visit to this fair. This time I am here for fabrics and textile products that are in trend in USA and are different from what we get from other countries. Besides India, I also source from Philippines, China, Thailand and Frankfurt. I

have liked some products and have requested the suppliers for samples. **James Washburn, USA**

Prime Interest: **Home decor**



Our company, Foyer Co., Ltd. is a fifteen year old entity and we have a wide range of products. We deal in flower themed items and accessories, decorations, vases, candles, lights and more.

This is my second time here and I have also visited other fairs organised by EPCH. We are presently importing from China, Vietnam, USA and Holland. I have noticed that with time Indian products are moving away from classics. My suggestion for the manufacturers would be modernize your products for a good market share but keep the Indian essence in it. That is your strength. **Anna Iwasaki, Japan**