Secretary Textiles, Mr. Ravi Capoor, inaugurated the 48th IHGF Delhi Fair-Autumn 2019 at a well-attended vibrant ceremony that was replete with a laser show informing the audience about the handicrafts industry, its sustenance over the years, our artisans and craftsmen are proud inheritors of the legacy of artistic excellence. While maintaining local flavour in manufacturing handicrafts, our craftsmen should focus on making them globally competitive with technological upgradation and concern for eco-friendly dimensions. IEML would provide an ideal platform to display skills and showcase products. I am sure that this edition will give a boost to the handicrafts sector. Best wishes for all-round success of the fair.

Presidents, Reception Committee, IHGF Delhi Fair-Autumn 2019: Mr. Ravindra Miglani, Mrs. Neetu Singh and Mr. Rajat Asthana; eminent trade members and EPCH COA members like Mr. O P Prahladka, Mr. Rajesh Jain, Mr. Raj K Malhotra and Mr. D Kumar, Mr. Lekhranj Maheshwari. The inauguration ceremony was marked with lighting of the auspicious lamp by the dignitaries and release of the Fair Directory. This was also attended by several overseas buyers, member exporters of EPCH as well as press and media.

Seminars - Today 17th Oct.

2.30 pm: The Next Big Wave of Importers is Coming – Are You Ready?

4.00 pm: Risk Mitigation & Export Insurance

Venue: Board Room, CFB
“I am actually surprised to hear that this is the 48th edition and we are already talking about its 50th edition scheduled next year,” said Secretary Textiles, Mr. Ravi Kapoor as he shared of the last time he was connected with the handicrafts sector 17-18 years ago when IHGF Delhi Fair had just “started to grow big”. Crediting the handicrafts fraternity for this manifold growth, making the fair unique in several aspects for both exhibitors and buyers, the Secretary Textiles urged EPCH to work towards multiple growth of IHGF where it could feature over 10,000 exhibitors, a quantum jump from the existing 3200 with the addition of new segments like Women Entrepreneurs; 1st Generation Young Entrepreneurs; and a collective approach of artisans where they come together to become a producer company. Mr. Kapoor shared his grand vision for the entire industry that includes offering dignified existence and fair wages to artisans so that they continue their traditional craft practices as well as components like marketing and design innovation. He also said, with the potential of our incomparable craft heritage and skills spread all over the country, this entire industry can envision tremendous growth for each and every one associated with it, thereby increasing handicrafts exports to Rs. 100,000 crore from the existing Rs. 26,590 crore. The Secretary Textiles further welcomed the proposal of EPCH for setting up of handicrafts park in line with those for apparel and handlooms, assuring of his Ministry’s support and guidance. He emphasised that moving of production from small organized units to these parks will not only be beneficial but will also reduce overhead costs to a large extent.

Chairman, EPCH, Mr. Ravi K Passi welcomed the dignitaries and especially thanked the Secretary Textiles who was visiting the fair for the first time in his present capacity. Referring to the sector’s growth in exports over the past six months, he assured the Secretary, Textiles that with continued support, despite challenges handicrafts will continue to demonstrate robust growth. Mr. Passi touched upon IHGF’s progress, growing in terms of participation, product range, display area and number of buyers; acknowledging the contribution of the exporting community, overseas buyers in making the fair one of the largest for home, lifestyle and fashion “IHGF-Delhi Fair has evolved as a strong support for the exporters and buyers from over the world. The fair is a continuation of an illustrious journey across 48 editions with an endeavour to present multi-cultural inspirations, new innovations, a good mix of exhibits in a conducive sourcing environment,” said the EPCH Chairman and added that the name IHGF has touched all parts of the world, welcoming buyers from practically each and every nation that imports home and lifestyle products with this edition boasting of a pre-registration of several buyers including those from new countries. He also mentioned of EPCH’s endeavor to encourage sustainable development with the preservation of environment at its core.

Mr. Rakesh Kumar, Director General, EPCH, apprised the audience about Mr. Ravi Kapoor’s past connect with the handicrafts industry and his familiarity with EPCH’s journey and milestones it has achieved, as he has been associated with its various activities in the Ministry of Textiles as well as the Ministry of Commerce. Mentioning of Initiatives and schemes introduced by Mr. Kapoor’s office in the past like, Market Access Initiative and Market Development Assistance that have benefited the industry, Mr. Kumar hoped that the Council, would get lot of new areas to work with him. Mr. Kumar also summed up EPCH’s growth over 30 years with its present membership of 11,000 members, making it the largest export promotion council in the country and IHGF Delhi
Fair's growth from a hundred exhibitors in a small hall to over 3200 at the industry's own exhibition complex that has recently been honoured with National Tourism Award for being “Best Standalone Convention Centre” that has hosted 6 out of 7 largest expositions in India with some graced by the Hon'ble PM and President of India. He thanked the Ministry of Textiles for their support from time to time as well as the Council’s Committee of Administration for giving EPCH the liberty to work on various issues concerning the trade towards comprehensive development. Appraising the Secretary about EPCH, Mr. Kumar touched upon various areas of sectoral growth and development. He mentioned about EPCH's infrastructural support with its Common Facility Centres, Resource Centres, Handicrafts Productivity Centre, etc. VRIKSH – Indian Timber Legality Assessment and Verification Scheme that establishes chain of custody and legality of the wood which has further been mapped with the UN Sustainable Development Goals (SDG). He spoke of skill development with the setting up of the Handicrafts and Carpet Sector Skill Council and aim to skill 2 million crafts persons as per the National Occupational Standard. He also spoke of the Ministry of Textiles’ ‘Samarth’ scheme which will help the sector with trained personnel within exporters’ manufacturing premises. Mr. Kumar also spoke of EPCH’s proposal to connect craft with tourism so that visiting tourists get access to more crafts, which in turn can contribute to increased livelihood to artisans. He announced that continuing its encouragement to women entrepreneurs, EPCH would soon unveil WE Thrust -Women Entrepreneurs Thrust, under which existing women member exporters of the Council would be provided with support to achieve quantum jump in their existing exports in the first phase and women entrepreneurs would be invited from different craft clusters under a strategised programme in the second phase. Mr. Kumar also shared the Council’s endeavor to encourage sustainable development.

On behalf of the entire handicrafts exporting community, Mr. Sunit Jain, President, Reception Committee, IHGF Delhi Fair-Autumn 2019, proposed the Vote of Thanks.

The first day of the show saw registration counters abuzz as several contingents of buyers arrived at the India Expo Centre & Mart, right from the early hours of the day. The mood was upbeat with the exhibition area aisles resplendent with buyers throughout the day. Exhibitor stalls confirming to fourteen different product sectors and laden with lines for seasons ahead, look refreshing with colours, textures, shapes and plenty of merchandise, all ready to be transported to showrooms across the world. Besides 3200+ exhibitors in stalls across 14 product sectors, IHGF Delhi Fair also features Theme Pavilions, Collective Displays, 7 Knowledge Seminars on a variety of topics by Indian as well as international experts and Ramp Presentations with varied sequences and collections from exhibitor firms and participating designer/manufacturers at the fair.
Exhibitors at IHGF Delhi Fair-Autumn 2019 are all set with their collections for the season ahead. Rich colours & textures make the simplest of products, just extraordinary with a cheerful or fun element to many of them. Pastel shades are moving alongside each other, culminating in surprising bursts of bright hues, with emphasis on prints and surface embellishments, especially in home textiles. Shimmer, shine, textures and patterns appear all over the place, offering a plethora of options. There is a significant shift in consumer demand towards products and experiences that meet emotional as well as functional needs. A home fashion product is seen as personal, authentic and genuine. They are associated with urban living, interior design, fashion and contemporary design; with shifting borders of art at one end, and design at the other.

Exhibitors at IHGF Delhi Fair-Spring 2019 are catering to a varied buyer demographic with innovations and new product lines. Many first time participants are reaping benefits of this platform and have their intentions clear on returning for future editions.

With a motto to empower women and artisans, Agra based Pushpanjali Fair Trade Pvt Ltd. was formed in 1982 by Mr. Anurag Mittal. A member of the Fair Trade Forum and supporter of artisan’ movement, they are working with 200 artisans at present. They have been a part of IHGF Delhi Fair since 1991. “This is a platform where we get to exhibit to a global audience and get more work for our artisans. We work in a sustainable way of production and our earnings are equally distributed amongst all the artisans,” says Mr. Mittal who was seen busy with several buyers in his stall throughout day 1 of the show that got them seven enquiries. Among their launches are a fine line of sofas, stackable furniture, bar stools & counters, coffee units, loungers, chairs and outdoor accessories like planters, benches, trunks, etc. A weaving technique is used to create the styles conceived by a team of designers. Among their clients are five star hotels and international markets like cMiddle East, Thailand, Singapore, Chile, etc.

The stall of Moradabad based Xebec Sails has a display of cutlery and table top items. Proprietor, Mr. Romi Manchanda says they have been participating in IHGF Delhi Fair since 2012. They use stainless steel, aluminium, brass, wood, iron and resin as raw materials. They currently export to around 55 countries.

Manesar (NCR) based Interblocco (live-in furniture) has a neat stall with a display of elegant furniture pieces for modern living. This is their fourth participation at the IHGF Delhi Fair. Established in 2011 by Rahul Agarwal with an aim to carve a share in the developing garden & outdoors market, this firm brings together beauty and aesthetics with a fine line of sofas, stackable furniture, bar stools & counters, coffee units, loungers, chairs and outdoor accessories like planters, benches, trunks, etc. A weaving technique is used to create the styles conceived by a team of designers. Among their clients are five star hotels and international markets like cMiddle East, Thailand, Singapore, Chile, etc.

Kolkata based Sudarshan Dhoop located in the foyer area at the fair offers a lot for the olfactory senses too, besides a well spread display of their incense products. With 66 years of experience and 275 varieties of products, they have export markets in 15 countries. One of the biggest names in their field, they have a well-equipped production area of over 5000 sq. meters and have a capacity to produce 3 million sticks per day. Their representative, Mr. Joseph says, this firm has been participating in IHGF Delhi Fair since 2008 and this platform has helped them gain business and trade growth for their incense sticks, cones, coils, aromatic oils, potpourri and many other products. Their new range is available in various colours, aroma and style.

Noida based Artisan India is represented at the fair by Mr. Karan Patel. With a product specialisation in ribbons and laces, they have a vibrant stall with stacks of colourful pom poms, reels and bundles. Says Mr. Patel, "We believe in the art of gifting and aim at making gifts look more beautiful with attractive packaging." They have different packaging options and designs, mostly tuned to the taste of clientele in USA and Germany. “We decide our product theme depending on the season,” says Mr. Patel. For example, for Christmas, they usually do red colours and for spring they offer numerous other designs. They have been participating in this fair since seven years and get their buyers only through this platform. They also have a client base among exhibitors at the fair as well.

Delhi based firm, Ecotex (India) is represented by Mr. Nitish Sarkar and his daughter at IHGF. They are participating after a gap of four years and eight shows, and are happy to be here with their product line-up of jute rugs, carpets and baskets. Mr. Sarkar shares that his job at a jute mill inspired him...
IHGF has evolved to become outstanding

IHGF Delhi Fair has evolved as an outstanding business platform and I am sure would serve both buyers and sellers well in times to come. Now buyers from every corner of the world are coming for sourcing in this show...which is giving all of us lots of opportunities. With a wider product range and enhanced display, we are confident that buyers will find it convenient to source a variety of products. Our show brings in a wide choice in regional crafts as well.

Rajat Asthana
Vice President, Reception Committee,
IHGF Delhi Fair-Autumn 2019

A large number of buyers are expected

It is my great honour to welcome the exhibitors and overseas buyers to this Fair - known world over as the largest fair for handicrafts held in Asia. With efficient management and professional expertise in place, this fair is an ideal platform, conducive for international business. In view of wider publicity measures undertaken by the Council across the world, it is expected that a large number of buyers would visit to source their requirements. My best wishes to participants & buyers for successful business at the fair.

Ravindra Miglani
Vice President, Reception Committee,
IHGF Delhi Fair-Autumn 2019

Here we all are winners

IHGF Delhi Fair has been a yearly ritual of big global family affair, where exporters and buyers meet, interact, revive the memories and the ultimate outcome has been a very healthy business experience. All the innovations ingrained with emotions are creating mesmerising products, the buyers are lapping up. Here we all are winners. This year the National Mission of Cleanliness and shunning off single use plastics has been in the heart of the Fair. No platform could reflect this mission better than this Fair where people pan-india and world are being witness to the recycling and crafting out of junk and plastic free surroundings. This Fair has become the torchbearer and we will continue this endeavor with all our zeal and determination.

Neetu Singh
Vice President, Reception Committee,
IHGF Delhi Fair-Autumn 2019

IHGF Delhi Fair has evolved to become outstanding

to start his own venture 20 years ago. The raw material is procured from farmers and then every other process is done in-house in their manufacturing unit in Kolkata. They supply most of their products to some of the big exporters based in Alleppey. “Some buyers visited us and we look forward to make more contacts,” concludes Mr. Sarkar.

Another father daughter duo is from Delhi based National Handicrafts Exports, specialising in stationery products. Proprietor Ajay Jain shares, he started this business back in 1997. For product development, he is assisted by his daughter who is a design graduate from Pearl Academy and a French designer. “We have got a whole new collection for this show which is very trendy and the prints are fun. All these are completely handmade and we have mostly done stationery. We have good business today and really happy to be a part of the show,” adds Mr. Jain.
Our buyers
- at work
The lucrative e-Commerce industry grew from Rs. 22,400 crore in 2013-14 to Rs. 33,400 crore in 2014-15. 49% growth in just one year. By 2020, the industry is predicted to value Rs. 50,400 crore. Last year many offline businesses turned to online retail and popular marketplaces like Flipkart, Snapdeal and Amazon have become the new shopping malls of the online world. There are 50,000-1,00,000 e-Commerce merchants on these online marketplaces. Don't get left behind, join the e-commerce wave to multiply profits and carve your success story!

Chris has been involved in e-Commerce since 2011. In 2013, he raised $110,000 on Kick-starter for his own product. He launched on Amazon US in 2015 and is currently doing $500,000 per year with 4 products. Chris is an Amazon coach and consultant. He is the host of The Australian Seller Podcast, and speaker at conferences around the world.

Margaret and her partner Kevin are Amazon sellers from Australia who source all their products from India. They started selling on Amazon 2.5 years ago, and had limited success with China products. They started importing from India 1.5 years ago, and have been able to successfully build a profitable 6-figure brand on Amazon. Margaret also coaches and mentors new sellers.

Meghla Bhardwaj is the founder of India Sourcing Trip, the first-ever learning + sourcing + cultural guided tour for global e-Commerce and Amazon sellers to India. She has over 19 years’ experience in the sourcing industry in India and China. She lived in Shenzhen, China for more than 9 years working closely with suppliers and buyers. Since 2016, she has been organising an e-Commerce conference in Hong Kong for global e-Commerce private label sellers. She has been interviewed on numerous podcasts and webinars, and has presented at many sourcing and e-Commerce conferences. She also runs her own podcast and YouTube channel for Amazon and e-Commerce sellers.

Gary Huang is the CEO/Founder of Hickory Flats, Inc and Founder of Private Label Legion. He has been selling online on Amazon, eBay, Shopify, as well as his own websites over the past 10 years. He owns a number of private label brands.

Tim Jordan is the CEO/Founder of 80/20 Sourcing and the 7 Figure Seller Summit, Gary has helped thousands of e-Commerce entrepreneurs save time and money sourcing products and scale their businesses. He has worked with hundreds of Chinese suppliers, having managed multimillion dollar sourcing campaigns for clients in the US and Latin America. He has been selling online on Amazon, eBay, Shopify, as well as his own websites over the past 10 years. He owns a number of private label brands.

In order to provide export credit insurance support to Indian exporters, the Government of India has set up ‘Export Credit Guarantee Corporation of India Limited (ECGC). ECGC offers a range of credit risk insurance covers to exporters against loss in export of goods and services, offers guarantees to banks and financial institutions to enable exporters obtain better facilities from them. ECGC offers insurance protection to exporters against payment risks, provides guidance in export-related activities makes available information on different countries with its own credit ratings.

2.30 PM : The Next Big Wave of Importers is Coming – Are You Ready?

Chris is the CEO/Founder of 80/20 Sourcing and the 7 Figure Seller Summit, Gary has helped thousands of e-Commerce entrepreneurs save time and money sourcing products and scale their businesses. He has worked with hundreds of Chinese suppliers, having managed multimillion dollar sourcing campaigns for clients in the US and Latin America. He has been selling online on Amazon, eBay, Shopify, as well as his own websites over the past 10 years. He owns a number of private label brands.
3.00 PM : Foreign Exchange Services to SMEs

Exporters should have sufficient knowledge and experience in financial and business matters to evaluate the information, the merits and risks of export in the context of their financial position and particular circumstances. Exporters should also have the financial capacity to bear the risks involved in an export business. To understand the ability to bear risks associated with the export business, the seminar would be an eye opener for new entrepreneurs.

**KNOW THE SPEAKERS**

Sushil Kumar, Joined SBI as PO in 1991. He has vast experience in Banking, having worked in SME, Retail, Branch Management, Rural Banking & Forex Treasury. At Present he is posted as Deputy General Manager & Faculty in International Banking in State Bank Institute of Credit and Risk Management, the Apex Training Institute of SBI. Prior to this, he was posted as DGM, Bareilly Module.

Seema is a post graduate in Business Economics and graduate in Physics from University of Delhi and a CAIIB. She is Probationary Officer of 1998 batch. She has served in various assignments in the Bank covering International Banking, SME credit and retail Banking and a trainer in SBILD Noida. At present She is posted as AGM & Faculty at SBICRM,Guugram.

4.00 PM : Technical Competence in Packaging

Developing a packaging strategy can be a daunting task, especially when we consider that the strategy must encompass multiple areas. A packaging strategy is not just about redesigning packaging for marketing purposes; it is about determining the resources and systems that are used to meet long-term objectives.

**KNOW THE SPEAKERS**

An M.Sc. MBA, PGDP in Packaging from IIP Mumbai, Madhab Chakraborty has 32 years’ experience in Packaging. He is presently working as Joint Director and Regional Head, Indian Institute of Packaging, Delhi.

Lalit Mohan Gupta, an M.B.A. of 1972 batch started his career with manufacturing of corrugated paperboard packaging in the year 1975. He has provided services to the likes of IKEA and Walmart Global Sourcing India. Mr. Gupta is nominated on panel of experts of Committee on Paperbased packaging materials of Bureau of Indian Standards for Corrugated Boxes and Kraft Paper and is ISTA (USA based body) certified packaging lab professional.

19th October 2019

3.30 PM : Home & Lifestyle Trends for Spring/Summer 2020

World explores other worldly materials that deepen our connection to the environment and beyond. We imagine a world ruled by exploration. One where nature blends with new technologies and where materials are revered for their innovation and adaptability. Soft textures blend the artificial with the organic, in reflective finishes, glazed insulation, and beyond. We imagine a world ruled by exploration. One where nature blends with other worldly materials that deepen our connection to the environment and beyond.

**KNOW THE SPEAKERS**

Dr. Kaustav Sen Gupta is a youth marketing expert, fashion trend analyst, design mentor, AI enthusiast, futurist, color psychologist besides being an award winning academian. Over 20 years he has helped many int'l. brands establish in the Indian subcontinent. He has consulted for Zara, Nike, Lenovo, Mountain Dew, Scull Candy, BBC, Nokia, BCL, Groupe Adeo- France, Hyundai, Vodafone, Nippon etc. His initiative, Ingene is the first ever youth trend research Lab in India with niche expertise in socio-psychology, lifestyle deep dive, product testing, consumer networking. Kaustav has published more than 29 papers and articles, delivered lectures in 5 international forums and continuously researching on youth subcultures, color psychology and creative education.

Rajneesh is a graduate of Engineering from Indian Institute of Technology, Roorkee (IIT-Roorkee, 1989) with a Post Graduate Diploma in Business Management from Xavier Institute of Management, Bhubaneswar(XIM-B, 1993). A business professional with over 25 years’ experience across industries such as Textiles, Auto Components, Chemicals, IT and social development, Rajneesh Rastogi has held key roles with Gujarat Fluoro Chemicals Ltd, Jamna Auto Industries Ltd, Srijan Technologies Pvt Ltd., CARDNO EMG Inc. and social organizations including CARE Inc. FHI 360 and Oxfam Gb. Rajneesh has experience in corporate planning, budgeting and managing operations also in financial and accounts. He instituted team based controls that foster sharing of knowledge and learning. He has advised companies such as Srijan Technologies, NIT Technologies, Garg Associates etc. Rajneesh practices “Systems Thinking” that is art and practice of looking at organisations as combinations of parts that make the complete system.

4.30 PM : Achieving the Next Level of Excellence

The positive attitude will spur you to take action, even in the face of great obstacles. Feel the inspiration and get your start on the path to personal and professional success. Get ready to feel the power of amazing words and wisdom!

**KNOW THE SPEAKER**

Commander VK Jaitly is the Chairman of C_cube Consultants. He is a Management Consultant, a Corporate Trainer, a Motivational Speaker, Coach and Author. B.Tech (Honns), M.Tech from IIT Kharagpur and MBA from IGNOU, Commander Jaitly is an IIT Council Nominee by HRD Ministry on the Board of Governors of IIT Bhubaneswar and a Member of the Academic Council of Capital University at Jharkhand. His workshops on ‘Business Excellence thru People (BEP)’ have been highly acclaimed for increasing productivity and profitability of organisations.

20th October 2019

11.30 AM : How to Optimize Human Resources and Business Operations

Culture of an organisation influences its work flow processes and control systems, and vice versa. Systems fail to deliver due to human factors. It is important to understand how business processes and controls are inter-twined with culture of the organisation.

**KNOW THE SPEAKER**

Rajneesh Rastogi is the Principal Consultant, Mentors Unlocked.
Buyers comment......

**COLLECTIBLES**

I represent ‘Wise Unicorn’ and this is my first visit. We have two offices, one in Hong Kong and the other in USA. We are a designing and exporting company. We manufacture poly-resin, cold-cast bronze, pewter and porcelain figurines and collectibles. This is my first time at this fair. I learnt about this fair from one of our clients who have been visiting this fair. I am looking for metal items, collectibles, museum products, home décor and interesting assortments to expand my product range. I’ve been dealing with China, let’s see how Indian experience turn out! Yvonne Kao, Hong Kong

**PRODUCTS FOR SMALL SPACES**

I am from ‘Bojeddado’ pop up shops in Johannesburg. We go to display our works in shopping centres for two to three days and we are always moving. Currently I am doing clothing, textiles and ceramic doorknobs. As my daughter is joining me next year, we are looking forward to expand and set up online shops. My sole purpose of this visit is to look for new ideas and varieties. I’ve been coming to India since the past 20 years but it’s my first time at this fair. The reason why I only buy from India is because back in South Africa, there are a lot of cheap Chinese products so I plan to do something completely different to tap the existing market, for example Bohemian Style clothing. I love being here in India, the people are lovely and so welcoming. Even the fair is wonderful and well organized.

Debora Helen Smith, South Africa

**CLOTHING, TEXTILES, DOORKNOBS**

We are Dutch retailers from the Netherlands and we have 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 per cent from India and rest from China, Vietnam, Europe and Thailand. We are here for multi products, almost everything, from hall decorations to furniture and to clothing.

Branko Bins, The Netherlands

**HANDICRAFTS**

Our company is into exports from China to Canada, American and Gulf countries but since 7-8 years we have entered import business, which means we’re importing from India to China; we call it SAR, based on three regions Mainland China, Hong Kong-Taiwan and Macau. I have been attending IHGF Delhi Fair since 4-5 years. We import 100% from India because India’s handicraft and workmanship is worldwide recognized and Chinese people really like Indian culture and products; mainly because our cultures are almost similar. Looking forward to the upcoming four days here!

Sunny Tsang, China

**HOME WARES & GIFTS**

We are a retailer called ‘Parade’ and deal in home wares, gift lines and women’s fashion. This is my first time at an EPCH fair. We had heard that a number of Australians come here so we are here to source! I see good suppliers but I am still going around seeing more before I finalise. The main Indian products that I spot for our markets are trays, furniture items, wrought iron, Christmas accessories, textiles and some women’s accessories. I have been sourcing mainly from Indonesia and we also attend the trade show in Paris during January.

John Smits, Australia
I am from ‘Namaste Ltd.’ Yes, that’s our company’s name and we are wholesalers. We deal in everything except food! There is clothing, accessories, jewellery, home décor, gifts, furniture, incense and more. Our products are mostly made of natural materials and traditional techniques. We have been trading with India since last 20 years. This is my 26th time at this fair so of course I have lots of regular suppliers I have got 70 suppliers across India but I am looking for more. 70% of our products are sourced from India and the rest from Nepal and Indonesia. There are good products all over the world but I believe it is more about the mutual understanding. The seller needs to be clear of what the buyer is expecting and if that’s clear, then the product will meet expectations. The fair has got better with time and it keeps on improving. Susan Radford, UK

My company is called ‘Silver Sands Jewellery’ and we deal in import and export of jewellery. I have come to India before but this is my first time at this fair. We are looking for all kinds of jewellery and hope to make some amazing deals. Abdullah, Kuwait

I am from ‘Sophie Howard Group’ and sell my products mainly online like on Amazon and that too mostly in the USA. An acquaintance of mine has been to this fair earlier and she recommended this to me. I am looking for home décor products. Since, it is only the first day, I am just looking around. I’ll make my purchases in the coming days. Since I sell mostly in UK, I know the market over there better and I have seen a lot of Indian products over there. This is my first time here. People are very helpful and the fair is amazing. Kate Fulford, UK

I am the international purchasing manager for a company called, ‘Coppel’. We are based in Mexico and have a warehouse in USA and an office in China as well. I am visiting IHGF for the first time. I deal in décor products and accessories. I am seeing many choices on display. The exhibitors are very informative, welcoming and humble. Michelle Osornio, Mexico

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

My company is called ‘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 India, we source from China and Europe as well. The Chinese products are good too but Indian suppliers have a more flexible approach. Also, the fair has got better with time and it keeps on improving.

Shasta Campbell, USA

Nicholas Ronald, UK

Michelle Osornio, Mexico

Susan Radford, UK
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