

POST SHOW REPORT

IHGF Delhi Fair

AUTUMN 2018

INDIA EXPO CENTRE & MART
GREATER NOIDA EXPRESSWAY, DELHI-NCR 14-18 October

HOME | LIFESTYLE | FASHION | TEXTILES
Organiser:  Export Promotion Council
for Handicrafts

Rendezvous Next

47
edition

IHGF DELHI FAIR
SPRING

18-22 FEBRUARY 2019

India Expo Centre & Mart
Greater Noida Expressway, Delhi-NCR

WORLD'S LARGEST CONGREGATION OF HANDICRAFT EXHIBITORS

Leading Home+ Sourcing Show meets exemplary buyer patronage

The eventful field days at the Autumn 2018 edition of IHGF Delhi Fair concluded with new ties made, old ones renewed and promises to meet again for the Spring edition in February 2019.

Brimming with innovation, freshness and positive energy, the show recorded highest ever exhibitor and buyer numbers. Confirming to 14 different show sectors, the display was spread out in 15 expansive halls. Besides, trade visitors enjoyed access to over 3200 exhibitors including 900 permanent showrooms of leading exporters, located across the three levels of India Expo Centre & Mart.

This upsurge in participants was met with quality buyer traffic and contributed to a substantial amount of order placing and enquiries. Aptly timed at a sought after buying season, the show helped buyers carve out a substantial itinerary and plan their purchases.

Over 6500 buyers from all over the world with impressive numbers from USA, Canada, Europe, Australia, South America, Middle East and Asia, thronged the entire expanse of the plush India Expo Centre & Mart, venue for IHGF Delhi Fair. Wide-ranging selections presented by leading export houses at the show inspired buyers to replenish their merchandise and add new product lines for seasons ahead.

Certified as the world's largest congregation of handicraft exhibitors, this show is an unsurpassed meeting ground for the international gifting and lifestyle products industry. It has taken shape over 46 editions as a sought after sourcing event, encompassing the complete supply chain of home fashion & utility, collectibles, gifting and fashion accessories.

Facilitating lifestyle products sourcing from India, IHGF Delhi Fair has been providing an unmatched opportunity to importers, departmental store chains and specialty stores to meet a cross section of manufacturer exporters from India. Visiting buyers confirm that Indian manufacturers fulfill demand for the exclusive, the handcrafted and the hand embellished. This strength sets IHGF apart and the crucial balance between size and quality of display with the number of buyers creates a winning combination, giving unique business value to all trade partners.

Supporting events like trend forecasts, panel discussions, knowledge seminars, ramp presentations and awards make IHGF Delhi Fair a multi-faceted and wholesome trade show for buyers as well as exhibitors.



Product range highlights skills & capabilities

Adding to its list of patrons with each edition, IHGF Delhi Fair sees an increasing trend in regular exhibitors as well as an encouraging number of first timers in each show. Striving to accommodate more participants and offer additional display space to exhibitors, organisers of the show included an additional area of 3200 sq. mts. and another hall, making this autumn edition, even larger.

With fourteen display sectors IHGF Delhi Fair-Autumn 2018 brought in noteworthy expansion in all categories with a promising assortment of creations, varied in inspiration, processes and materials - art metalware, EPNS ware, wood carvings, furniture & accessories, glassware, fashion jewellery & accessories, hand-printed textiles, shawls, stoles & scarves, embroidered goods, lace, toys, houseware, decorative, gifts & general handicrafts, home textiles and home accessories, candles & incense, pottery, terracotta & ceramics, nautical instruments, Christmas and floral decorations, dry flowers & potpourri, handmade paper products, crafts made of leather, lacquer, marble, etc. **Live craft demonstrations added to the charm.**

Manufacturers in India endowed with the competence to balance traditional and cultural elements with contemporary twists play a significant role as Indian handicrafts and lifestyle products define living spaces and add panache to fashion accessories in several countries worldwide. Backed by a rich heritage of design inspiration, hand crafting skills and abundance of raw materials, they bring out exclusives and offer them in attractive propositions in terms of variety, value, price and service.



Among attractions at IHGF were seamless fusions of ethnic Indian art elements with modern craft techniques.

With the consumers' search for identity and need to express that identity, there is a surge in differentiated marketing, reflecting the rapid appearance of new niche markets. There is growth of conscious consumption and the rebalancing of the global market. These changing consumer habits and values are generating enormous opportunities for quality Indian products. And manufacturers in India are responding very well to this and are all set with their collections for the season ahead.

As gifting converges with many categories like table top products, tableware, kitchenware, home textiles, etc. manufacturers in India constantly innovate to present collections that can engage and inspire the end-consumers. In the spa & wellness category, dry flowers & potpourri, incense and candles in interesting packaging offer variety. Architectural knick-knacks with charming detailing like garden and outdoor products, wood and iron brackets are available alongside gazebos, columns and mantles as well as weathered table top decor.

With a wide-ranging choice in modern, directional and unusual medium to high-end gifts and collectibles, the emphasis is on material, design, value addition, utility and competitive pricing.

True to its promise of offering regional crafts and artisan products amidst its vibrant kaleidoscope of products, IHGF Delhi Fair-Autumn 2018 featured exuberant theme pavilions of Jodhpur Mega Cluster, NER Crafts and a special **display of crafts from the Kangra region of the hill state of Himachal Pradesh bringing to the fore its unique craft of pine needles** and also paintings using colours from stones and other natural resources. Regional crafts bring in unique local cultures, native uses and indigenous craft techniques, with some of them blended with modern design trends to offer contemporary choices. And the takers are only increasing with each edition of this show!

Regional craft displays and theme pavilions

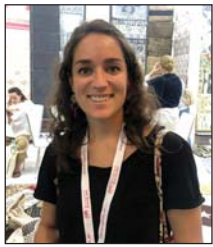


Exuberant pavilions of the Jodhpur Mega Craft Cluster and the States of the North Eastern Region attracted visitors for the signature crafts of the regions as well as the eco-friendly and sustainable lines.



India Expo Centre & Mart, with its 900 permanent showrooms and the capacity to host a hundred thousand exhibitors and visitors in a comfortable environment is an unmistakable attraction of this grand mega show.

Distinctive quality and designs inspire sourcing



I represent a firm called Bouchara. We are interested to source home decorative items, textiles and furniture. The quality of Indian goods is good and the major reason of trading with India is that we have the option of shipping different quantities. I have been in business with Indian exporters since fifteen years.

Marie Riviere, France



I own Soulosofie. Our company has been trading with India for the last three decades. We have attended several fairs of IHGF. Our company deals in interior and homeware. Here, we are looking for textiles and hard goods like furniture, cutlery, etc. The craftsmanship of India is far better than what we see in the rest of the world.

Sofie Gunlof, Sweden



I have been attending most fairs organised by EPCH since over a decade. I visit India twice every year only for attending the IHGF Delhi Fair and sourcing new and exclusive products

because market trends keep changing and you need to offer something different to stay competitive. 90% of our fashion jewellery & accessories imports are Indian.

Bucciarelli Giuseppe, Italy



We deal in textiles, hard goods and kitchen ware through our company- Albi. I have attended this fair seven times earlier. Indian textile products are really good and a lot of options are offered by

exhibitors in the fair here. 30% of our imports are from India and we have been in business with Indian suppliers since twelve years now.

Caroline Morris, Australia



I am Director, Dekotel-a hospitality industry entity. I am here to source everything that goes in the hotel room and the lobby decor. I've been attending EPCH fairs since last year but have been in trade

with India since last three years.

Boris Dovino Shechter, Monaco



O P Prahladka
Chairman, EPCH

"This edition saw significant expansion across all categories and our trade visitors have been eloquent in their appreciation for this growth. I congratulate the entire team of EPCH for organising IHGF Delhi Fair successfully for over two decades now. This is a unique opportunity for our exporters, entrepreneurs and artisans to showcase variety of handicrafts to overseas buyers."

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Rakesh Kumar
Executive Director, EPCH and Chairman, India Exposition Mart Ltd.

"The spread of the exhibition is growing on a year-to-year basis. A very strong support base of member exporters and overseas buyers has evolved IHGF over the years, benefitting both sides. This event also provides opportunity to all stake holders to develop and establish strong and lasting business relationships."

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Vanilla House Interiors is our firm's name and we import furniture, shoes, clothes, hand bags and linen products. We have been buying from India since 2013. Around 50% of our total products are from India even though we source from other Asian countries.

Danelle Grewar and Erna Burger, Namibia

Vanilla House Interiors is our firm's name and we import furniture, shoes, clothes, hand bags and linen products. We have been buying from India since



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. Indian items are highly perceived among our customers. Along with a nice artisan touch and craftsmanship, the innovation that comes out of India is the strongest.

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EPCH since then. Indian items are highly perceived among our customers. Along with a nice artisan touch and craftsmanship, the innovation that comes out of India is the strongest. **Elizabeth Courant, USA**



I am from The Interiors Barn Ltd. The fair has to a lot to offer with huge ranges in high-end quality. I am looking for furniture and homeware- unusual and made of vintage, recycled and reclaimed wood. I found some industrial furniture and home decorations that would work well at my store. **Alex, New Zealand**

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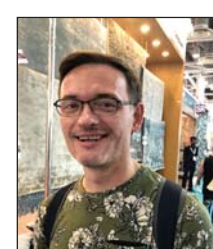
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At my company, Indigo Love we deal in furniture and home décor. This is my fifth visit here which means I do have my regular suppliers from India! I import 70% of my goods from India. Products here are more creative and offer variety of designs. The facilities are impressive too.

Tara Lauren, Australia

At my company, Indigo Love we deal in furniture and home décor. This is my fifth visit here which means I do have my regular suppliers from India! I import 70% of my goods from India. Products



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. I have liked some products and have requested the suppliers for samples.

James Washburn, USA

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Complimentary Services for Visiting Buyers

- Best Hotel Rates
- Visa Recommendation
- Airport Facilitation/Pick-up
- Shuttle Service
- Buyer Lounges
- Refreshments & Working Lunch
- Translator Availability
- Trade Visitor Kit
- Downloadable Mobile App
- Exhibitor Profiles
- Internet & WiFi
- Left Luggage
- Foreign Exchange Counter
- Travel Desk



OVER 6500 BUYERS FROM ALL OVER THE WORLD INCLUDING LEADING BRANDS

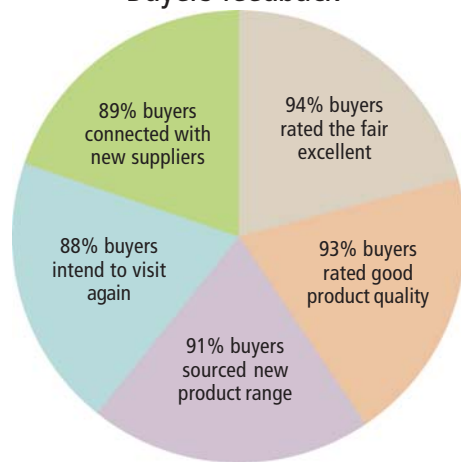
ENGAGING AND SPLENDID PRODUCT LINES STIMULATE BROAD-BASED SOURCING

With consistent growth with each successive edition, IHGF Delhi Fair, over the years, has become a comprehensive sourcing avenue, well received. It has grown manifold since its launch two decades ago, to become the 'must-attend event' for importers, wholesalers, retailers and professionals seeking the best of home, lifestyle, fashion & textiles across a spectrum of classic and contemporary styles.

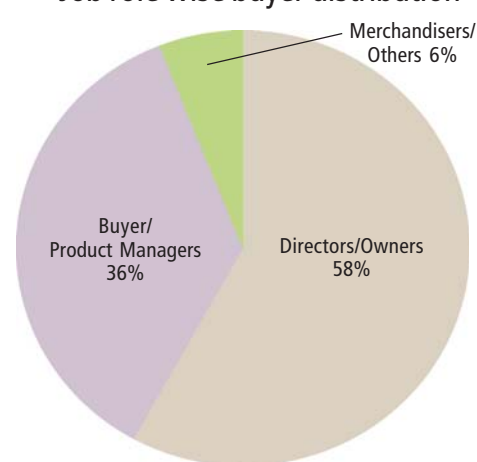
It is observed that this fair brings in buyers sourcing an average of over 30% from India. Many source 50% to 70% of their total imports from vendors they got associated with at IHGF Delhi Fair. Monica Porter from Australia started sourcing from EPCH fairs after she visited a furniture show in Jodhpur. Today she works with her regular suppliers and finds IHGF beneficial in connecting her to numerous furniture firms in India. Mark Sawnders & Jessica Laws from Texas, USA, source small furniture from India. They feel IHGF Delhi Fair offers many choices in their product category and they look forward to sub-categories in this segment as exhibitors have lot to display. They are already working with suppliers in Jodhpur. Another importer of small furniture, Chaya Krinsky from USA says, "my first visit to IHGF turned out to be an exciting opportunity. I found a lot of suppliers for small furniture goods and textiles. The products and their quality are to my satisfaction."

Many like the work culture of Indian manufacturers and their ability to bring in innovative variations to their work. Greg Bilezikian from Australia visits this show with prior appointments with his vendors from Chennai and Mumbai who supply his company with cotton and jute home textiles and decor. Majbrid Norgaard from Denmark visits this show for natural products in textiles and home decor. Importing 40% of their total supplies from India, she includes lines from new vendors, with each successive visit to IHGF. There are designers who are keen to seek suppliers who can innovate and customise their ideas into products of home decor. Designer, Berebi Sofia from Spain feels, "India has a lot of design potential". She chooses products and adds her customisation to most of them. "The suppliers are good, and the quality of the products is excellent," she says. Importer of reclaimed material products, Reena Keller from USA has a firm that commissions artists and craftsmen from around the world to design handmade products, many from reclaimed materials, and all of them have to be unique and one-of-a-kind finds.

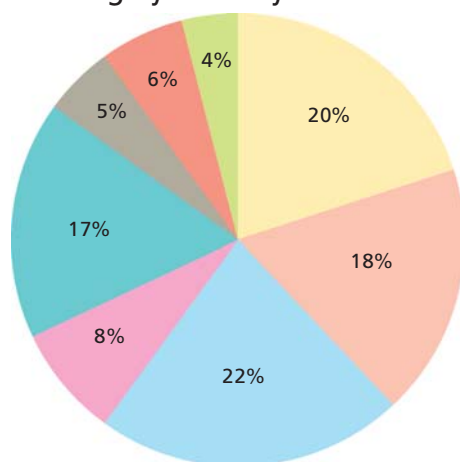
Buyers feedback



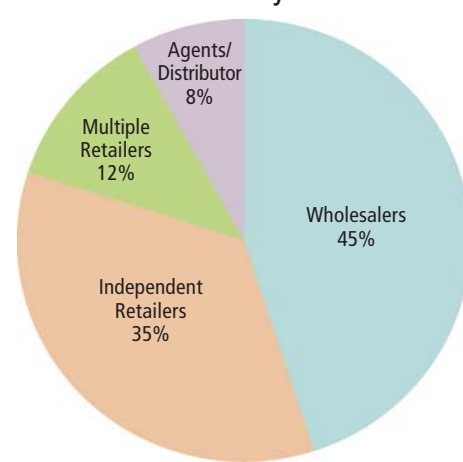
Job role wise buyer distribution



Category wise buyers interest



Business wise buyer distribution



- Home Textiles, Furnishing & Flooring
- Home Decor, Handicrafts & Gifts
- Furniture & Interior Accessories
- Bathroom Accessories, Spa & Wellness
- Houseware & Decoratives
- Fashion Jewellery & Accessories
- Lamps & Lighting
- Handmade Paper Products & Toys

NEXT EDITION

47th edition



IHGF Delhi Fair-Spring 2019

18-22 February 2019

IHGF Delhi Fair will return to the India Expo Centre & Mart, New Delhi NCR, for its Spring 2019 edition, scheduled from 18th to 22nd February, 2019. While India's top manufacturers, exporters and artisan groups queue up to be amongst the 3000+ participants in the forthcoming edition of this distinguished sourcing show, overseas buyers too are expected to turn out in large numbers. Visitors to the fair also get access to the 900 permanent showrooms in the Mart, spaced out on four levels at the India Expo Centre. Spring 2019 would see enriched display areas in all its 14 categories, offering unparalleled access to exhibitors drawn from all major manufacturing hubs, artisan clusters and craft pockets of India. Theme Pavilions and regional representations would bring in opportunities to source directly from artisans and new entrepreneurs besides established exporters from these provinces. **IHGF Delhi Fair is organized by Export Promotion Council for Handicrafts (EPCH)**, a non-profit organization and the apex body representing Indian handicraft manufacturers & exporters. EPCH facilitates its 10,000+ members to customize and offer unique styles and quality products to the global sourcing community. The Council provides comprehensive information about the sector to international buyers and ensures optimal interface between the Indian handicrafts industry and international buyers facilitating business. EPCH is recognized for its continuous pursuit of excellence. With its Headquarters in New Delhi, EPCH has regional/representative offices in Mumbai, Kolkata, Bangalore, Moradabad, Jodhpur, Jaipur, Saharanpur, Agra, Guwahati and Narsapur. Earlier known as Indian Handicrafts & Gifts Fair, IHGF Delhi Fair - Spring and Autumn, has seen 46 superlative editions.

■ 3200+ Exhibitors ■ 14 Show Sectors ■ 2000+ Product Lines & Styles

Sourcing for Retail

IHGF Delhi Fair offered an excellent sourcing opportunity for Indian retail brands that strive to step-up their offer for top-end consumers, besides serving the global home & lifestyle retail brands/chains which have a growing interest in India-both for sourcing as well as retailing. At this Autumn show **1300+ exhibitors** were open to domestic retail and **900+ domestic volume buyers** had pre-registered.



Export Promotion Council for Handicrafts

EPCH House, Pocket 6&7, Sector C, LSC, Vasant Kunj, New Delhi - 70
Tel: +91 11 26135256; Fax: +91 11 26135518/19; E-mail: mails@epch.com

REGISTER ONLINE

ihgfdelhifair.epch.in

Toll Free: 1-888-664-8664 (USA & Canada)



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