

EXHIBITOR'S QUOTES



Mr. Deepak Raghani,
Devaa Textiles, Mumbai

"We market the New Castle range of home furnishings, are participating in Homtex to get a firmer toehold in the southern markets. The response has been very good, with most visitors to our booth being genuine buyers. Our objective was to meet buyers from tier II and III towns and cities, which was met. We had visitors from as far as Calicut, Puducherry, Erode, and Karur."



Mr. Pravin Gore,
Marshalls Enterprise India Pvt Ltd. Mumbai

Wall coverings company Marshalls was a first time participant in HOMTEX. "Though walk-ins were few, the buyers who visited us were serious business visitors and we expect that it will take atleast 2-3 months for deals to close and even if we are able to convert 10 percent of the visitors, we would consider our participation successful."



Mr. Satish Aggarwal,
Anand Tex International Pvt Ltd., Panipat

"We are mainly manufacturers of Mink, Polar and Polar fleece blankets which are sold in India and exported as well. Our objective of participating in HOMTEX was to increase our footprint in the south Indian markets and also create awareness. We got many new buyers visiting our stall and we're certain of converting majority of them into business. Month of March is not the right time as it is year-end closing and many buyers are busy."



Mr. Amit Malhotra,
JCT Ltd (Home Furnishing Div), New Delhi

"JCT Home expanded into home textiles in 2014 and have a complete and basic range of home textile products like concept based bedsheets, plain and designer towels, comfortors, colourful quilts, cushions and pillows. The quality of visitors at this edition has been excellent. However, there should be more focused approach on just home textiles. like getting in more exhibitors and buyers from the retail and wholesale trade, institutional buyers and large format stores. I would have preferred to have more interaction with the ecommerce segment too, as most of them are concentrated in Bangalore."

Mr. Harjinder Singh,
G.M. Mills Pvt. Ltd., Mumbai



"Set up in 1967, GM Home Fashions has traditionally been marketing in South India and we are exhibiting at Homtex to increase customer base. Though number of visitors did not meet expectations, those who came to the stall were all genuine buyers and most of them placed orders. We hope to see more home textiles retailers from Bangalore visiting."

Mr. Anant Agarwal,
Vaibhav International, Jaipur



Vaibhav manufactures the entire range of home textiles including quilts, cushion covers, comfortors, curtains, etc. "Our main objective behind participating in Homtex was to increase our foot print in southern India. Visitors at our stall were all serious buyers and we have closed deals with a few on the very first day of the show. We had sourcing specialists from large-format stores dealing in home textiles. We will return for the 2016 show with an even more bigger range and also a bigger stall."

Mr. Rajeev Kumar,
Raymond Ltd., Thane



"The Raymond Home division was launched in 2013 and following the good experience at the 2014 edition of Homtex Show, we decided to participate once again. The Southern markets are very good for home textiles. Response at the show has been good but we did not meet many new dealers."

Mr. Nitesh Chhipa,
The Bhagru Print, Jaipur



Manufacturers of traditional textiles, Bagru Prints are participating in Bangalore for the first time. "Our recent launch combining the crafts of Bandhani, Shibhori and Indigo-dyed in a single fabric has drawn tremendous response. We had all kinds of trade visitors at our stall. We got confirmed orders from four different buyers on the very first day of the show and I am confident that many of the other buyers will also convert into actual business soon. Given the response to our products at the show, we will be back for the 2016 edition with an even bigger stall."

