

Exhibitors:

Gurdip Singh, BGP International (India)

“We’re very happy with our stand, and we’re very happy with our position. We’ve had a lot of people come by, and seeing all our customers is always good. The event is good to meet new customers as well; you can meet everybody. I would say we have 10 per cent new clients added each year at the show.”

Dalia Kabeel, Egyptian Exporters’ Council (Egypt)

“Asia Fruit Logistica is a very targeted event and the organisers go to a lot of effort to get the right buyers. Everybody on the pavilion is very pleased and many are saying they could do with more time to meet everyone.”

Terry Brown, Turners & Growers (New Zealand)

“We’ve been having lots of meetings. We’re getting good, genuine contacts – we’re doing less filtering this year.”

Victor Sarabia Molina, PromPeru (Peru)

“We have 12 companies from Peru exhibiting here and the entire Peruvian delegation numbers around 75 people, so it’s our largest presence at the show to date. We’re considering taking a bigger area next year to accommodate the growth from Peru.”

Troy Cukrov, Supafresh (Australia)

“We’ve definitely got enough business leads to justify [our stand] from our perspective, well and truly. We’re the first vegetable people [to exhibit] under the Australia Fresh banner. We’ll be back next year.”

Visitors:

Karen Lee, Wellcome/The Dairy Farm Company (Hong Kong)

“There are more booths and the scale is bigger this year. The show is a great opportunity for us to communicate with all our suppliers and catch up. We can also see what’s going on in different markets and see new trends, products and varieties.”

Samad Khan, Seatrade China (China)

“This is the perfect place to meet everyone together, and to learn all the market trends to help us position our business accordingly. One of the spinoffs for us at Asiafruit Congress last year was a new service we started out of Peru; we met the right people at Asiafruit Congress.”

Nitin Agrawal, Euro Fruits (India)

“In terms of conversion from networking to business, Asia Fruit Logistica is still compact enough that you can make the right connections. It’s one event that we never miss.”

Tai Seng Yee, Zenxin Organic (Singapore)

“The show is a bit bigger this year and the most important people are here. Lots of Europeans are visiting, which shows they see the growth opportunities in Asia.”

Mario Steta, Aneberries (Mexico)

“The event is very focused on the key business people and we’ve had several meetings here that were very good, including one with an official from China’s animal and plant quarantine service. We found the Asiafruit Congress really useful and the market access session was very good and informative – it gave us a really good sense of what is happening.”