

G+F seeks more niche market members

Viktor Fuchs, general director of the Munich-based Gross + Fuchs Group of Companies (G+F), is delighted with the way that his various networks are expanding, but he does have some concerns for the future.

"The German economy has definitely been picking up – it was one of the first ones to do so after the (economic) crisis. But, being a strongly export-driven country, we depend a lot on developments in the US and China.

"Moreover, with shippers still trying to save money, a lot of the increase in trade volumes is actually being moved by ocean, rather than air, freight."

G+F encompasses Air & Ocean Partners (AOP), Connecting 5 Continents (C5C), Project Partners and the newly created People on the Move.

"AOP is now well established," Fuchs noted. "With nearly 100 countries covered we are only looking for some additional members in niche markets."

Meanwhile: "C5C and Project Partners had a very good year in 2010; we're now working on bringing them up to a similar size as AOP," he added.



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