

'Picking up tremendously'

Viktor Fuchs, general director at Munich-based Gross + Fuchs (GF), feels: "The air freight market has been picking up tremendously in recent months; the growth situation here in Germany is definitely a positive one, even in spite of the alleged summer low."

He outlined: "We see in our shipment reports that the economic situation is definitely much, much better compared to the 2010 and of course the 2009 figures."

Naturally, GF's groups vary in this regard. Its general cargo networks – Air & Ocean Partners and Connecting 5 Continents – are enjoying the current upward trend in demand, Fuchs said, while the members of Project Partners are also "in good



Fuchs: "in good shape"

shape" even though that market remains uncertain.

Finally, the company's latest network, People on the Move – aimed at the removal market – is seeing "tremendous growth".

He went on: "GF in general has had a good start in 2011. We're touching nearly 600 members' offices... But the real priority is not quantity but quality", and GF staff gather detailed information on prospective members, so as to maintain high standards.

GF has just upgraded its invoice and shipment report software, which monitors its members' financial transactions. "This was an important step and we're already in the midst of programming the next stage," Fuchs stated.

