

G+F expands forwarder network

Viktor Fuchs, general director of the Germany-headquartered Gross+Fuchs (G+F) network of small and medium-sized freight forwarders, is keen to continue to grow the organisation.

Fuchs noted that, over the last six months, he “has been amazed” at the growth achieved by the network.

G+F has three separate forwarder networks. The largest of the three consortia is Air & Ocean Partners (AOP), incorporating 201 companies across 83 countries.

Another, branded ‘Connecting 5 Continents’ (C5C), has nearly 60 members in over 30 countries and 25 project

partner offices in 15 countries.

Where Fuchs is looking to grow still further is in niche regional markets and niche commodity markets.

With regard to the former, he regards the Eastern Europe, former Yugoslavia and CIS markets as being potentially very rewarding. There is also room for further profitable inclusion of African forwarders, he believes.

With regard to the latter, he thinks that there is potential in including further niche commodity forwarders, for example those active in household or exhibition goods.

This might even involve the creation of a fourth con-



Fuchs: “amazed” at G+F’s growth in recent months

sortium in the fullness of time, Fuchs considered.

But for the moment he said

the priority is still on the current membership and helping them to prosper in what is becoming a very competitive industry, impacted upon by high fuel prices and increasing security regulations.

The high fuel prices are a particular problem for the small forwarders, Fuchs believes, given their inability – unlike the larger, global forwarders – to pass on all the costs to their customers. The competition is simply too fierce, he noted.

The low value of the dollar has also hit exports, although there are corresponding compensatory benefits for imports, Fuchs added.