

# Globe moves big loads to Caracas

WOLF Maria Taborsky, managing director Austria and EEC for general sales and services agent Globe Air Cargo, has been busy of late with the movement of 550 tonnes of fire-resistant fabrics from Austria to Caracas, Venezuela.

The materials were destined for a new nickel mine and Globe was asked by forwarder Kuehne + Nagel to help with the task, which has taken about a month to complete.

Most of the goods were flown on Tampa Cargo flights out of Miami, Taborsky explained, although others were moved direct from Madrid to Caracas.

With Leisure Cargo and British Airways World Cargo also handling loads: "All the carriers did a wonderful job," he commented.

Despite this, it has been a tough time. Volumes have been down, and Globe has had to face significantly reduced yields. "Carriers are fighting each other for every kilo," Taborsky observed.

"We have to go with the market and so we had to reduce our rates... While you can still make money, it is a long way from the profits that could be made at the height of the market 18 or so months ago," he admitted.



**Taborsky: "air cargo is a people business"**

Nevertheless, the balance sheet remains fairly healthy

and the downturn has given Globe the time to fine-tune its operational procedures.

Being part of the European Cargo Services (ECS) group of companies also provides something of a safety net, he said.

But, in the end: "Air cargo is a people business," he noted. "It all depends on relationships." With that in mind, Taborsky is determined to make good on his promise that Globe will be successful over the long term.

Now representing a total of 25 carriers and having moved 687 tonnes of exports in September alone, Globe seems well set to achieve that goal.