



## **Transportation Analysts, Ahern and Associates Announces New Comprehensive Market Valuation Program for Trucking and Logistics Companies**

*Strong sellers market in transportation and overwhelming demand provides impetus to Ahern and Associates to launch new, on-site valuation program.*

Phoenix, AZ ([PRWEB](#)) August 23, 2011 -- Transportation analyst, Andy Ahern, the CEO of Ahern and Associates, Ltd. has recently introduced a revolutionary new program to sellers of trucking and logistics companies who have been left at a loss on how to properly value their company for sale in this market. The Phoenix based firm has long been recognized as the top transportation acquisition firm in North America.

Despite recent economic indicators, Ahern has seen an upward trend in transportation throughout 2011 which has translated into dozens and dozens of inbound inquiries on how to properly value and position transportation companies for sale. Additionally, owners of these companies have also requested detailed reviews of their key management personnel as well their customer base to achieve the highest rate of return.

Seeing a need in the marketplace, Ahern launched his new seller assistance program:

- Ahern and Associates will personally visit the seller at their place of operations for three days.
- Ahern's analysts will review all facets of their operations including their rates, lanes, personnel, software systems and business plan.
- Ahern will then provide a clear bullet point presentation and written report to the owner explaining how to:
  - o Increase company value
  - o Obtain the highest rate of return from a sale
  - o Market the company
  - o Reduce operating expenses
  - o Overcome obstacles involved in a sale

At the end of Ahern's analysis, they will provide the potential seller with an accurate market value of their company at close of assignment. It's important to note that since Ahern and Associates are transportation analysts and not business brokers, they have exclusive access to daily transactions that are taking place in the marketplace—giving them an unmatched advantage in accuracy.

“We launched this new service to sellers due to the fact that so many sellers do not know how to properly prepare their company for sale; their financial information (in many instances) is not accurate and the operating reports that transportation buyers request are unavailable. Many sellers cannot properly represent what they have to sell,” explained Ahern.

About Ahern & Associates, Ltd.:

Ahern and Associates is North America's leading trucking and transportation management consulting firm. The skilled consultants at Ahern and Associates specialize in mergers and acquisitions of trucking and logistics



companies as well as the restructuring and evaluation of existing carriers that seek to increase operating efficiency and improve profitability. Since 1987, Ahern and Associates has aided hundreds of buyers in the acquisition of trucking and logistics companies throughout the U.S. and Canada as well as assisting many transportation and logistics companies in reducing their overall operating costs and increasing their profitability. For more information, please call 602-242-1030 or visit <http://www.Ahern-Ltd.com>

Business contact:

A. W. Ahern  
602-242-1030

Media contact:

Jason W. Jantzen  
Phoenix Marketing Associates  
<http://www.PhoenixMarketingAssociates.com>  
602-282-0202

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**Contact Information**

**Andy Ahern**

Ahern and Associates

<http://www.ahern-ltd.com>

602-242-1030

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