



[Ahern and Associates Called Upon to Expand Operating Footprint for Three Transportation Companies](#)

The rapid move towards consolidation within transportation industry sees no signs of slowing in second half of 2012.

Online PR News â€“ 22-August-2012 â€“ Phoenix, AZ, - With the second half of 2012 off to an equally impressive start, Ahern and Associates, Ltd., the nation's top transportation management and acquisition firm, have announced three additional open assignments for clients who wish to expand their operating footprint.

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Andy Ahern, CEO of Ahern and Associates, is seeing an overwhelming trend towards consolidation and expansion for transportation companies fortunate enough to emerge from the recession intact. "Often times, clients come to us seeking to expand their operations and service footprint in order to better serve their growing customer base-it's up to us to find them an ideal fit which matches their financial criteria and operational requirements." Ahern also contends that he's seeing a growing number of smaller, regional operators who are seeking an exit plan where ownership may stay on board on a consultative basis to aid in the transition.

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Having just aided in the closing of three acquisition deals in the last five weeks alone, Ahern's office is announcing the following open acquisition needs:

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Client 1

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Client 1 is a carrier whose revenues approximate \$150MM-\$200MM annually. They are looking to expand their operating footprint in the 11 western states. They are looking for opportunities for companies that are primarily van and potentially flatbed carriers, which have dedicated freight contracts for 3-5yrs. Company is backed by a very strong financial firm, and are looking to increase their operating footprint within the next 90 to 120 days.

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Client 2

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Client 2 is a very well established company that is well known in the industry. They are looking to expand and consolidate in two basic areas. They are looking to expand in the freight brokerage space, but primarily frozen/chilled LTL. Must be a non-asset based strong freight consolidation model; location preference is east of the Rockies. Would also like to expand to a region beyond the West coast. Sellers must be open to an "earn out" deal structure.

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The second opportunity that they are looking for is transportation management 4PL. Emphasis should be on transportation management, value added services, multi-modal emphasis on LTL.

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Client 3

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An additional client of Ahern's is looking to acquire a small receivable factor company that specializes in transportation. Seller must be open to an earn out deal structure. The company is very well known in the industry and has substantial working capital. The client is looking for an opportunity where the owner would like to retire some debt, take some chips off the table and continue to be part of a very vibrant ongoing company.

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As transportation analysts, Ahern and Associates is also often asked to assist transportation companies in the redevelopment of their business models.

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About Ahern & Associates, Ltd.:

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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>

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