



# Ahern & Associates announce open acquisition needs for 2013 2nd quarter

After record breaking first quarter, nine additional clients seek Ahern's expertise

/EINPresswire.com/ Phoenix, AZ – April 3, 2013 – [Ahern & Associates](#), specialists in the trucking, logistics and warehousing acquisition field, have announced open acquisition needs for the 2nd quarter of 2013. Following a record breaking first quarter, Ahern & Associates has already been retained to assist at least nine more transportation clients seeking to make trucking or logistics acquisitions during the 2nd quarter of 2013.

Located in Phoenix, Arizona, Ahern & Associates, Ltd. had a record breaking 11 letters of intent for mergers and acquisitions during the first quarter of 2013 and looks on course to equal or better this in the second quarter. Their current acquisition portfolio needs come from a diverse range of clients ranging from a local logistics agent and regional carriers to well-known national, public companies in the trucking and logistics industries. These clients have already signed engagement letters with Ahern and are actively looking for new opportunities while the company is in talks with several more and is looking forward to seeing this figure rise as the quarter progresses. They are excited to be working with clients that are seeking to expand into all areas of the country and are looking for opportunities with regional carriers, freight brokers and asset or non-asset based trucking companies.

Client 1 is a well-known private investor seeking a unique opportunity for a U.S. specialized flatbed carrier that is asset-based. This client seeks a profitable company with management willing to stay on with new owner. Minimum revenue for this company needs to be \$25M to \$150M and the client is willing to pay a multiple EBITDA. This opportunity can move quickly.

Client 2 is a California based trucking specialist within the flatbed industry. This client seeks a target company in the Dallas/Houston area with minimum revenue of \$10M to a maximum of \$40M. This client will pay a multiple EBITDA if a strong earnings and management team can be shown.

Client 3 is a prominent family business seeking non-asset based flatbed carriers operating in the Southwest and Southeast. Revenue minimum must be \$8M to \$50M, with management having the option of staying on or leaving during the transition. This client will consider marginally profitable carriers.

Client 4 is a well-known company seeking light asset based refrigerator carriers that generate \$10M to \$100M revenue. Located throughout the United States, the company must be profitable and have a strong management team. This team must be willing to go forward in this transaction.

Client 5 is well-established in the California area. This client seeks a light asset based van, intermodal carriers as well as freight brokers operating in California. Revenue must range \$4M to \$50M and the client will consider companies that are profitable and marginally profitable.

Client 6 is a fast growing company in the U.S. that seeks freight brokers and 3PLs. Revenues need to be \$20M to \$150M. The company must be profitable with management to stay. This client has an earn out provision contained in the offer and is willing to pay a multiple EBITDA. This client is open to companies within the intercontinental U.S.

Client 7 is located in the Southeast. As a small, asset based flatbed carrier, the client wants to grow the business by finding flatbed carriers between \$5M and \$15M that are asset or non-asset based businesses. This client will consider marginally profitable or profitable businesses and is willing to move quickly.

Client 8 is privately held and generates in excess of \$100M each year. This client seeks asset or non-asset based trucking companies in the Midwest, the East Coast or Southeast to Southwest that meet the following requirements: average length of haul must be at least 650 miles or longer, revenue needs to be \$10M to \$40M and the company can be profitable or unprofitable but with a good customer and driver base.

Client 9 is a well-established flatbed carrier with revenues exceeding \$150M annually. This client is seeking to acquire flatbed carriers in North Dakota and South Dakota that are profitable. Companies should have 50 to 200 trucks. This client may consider companies that are marginally profitable but have significant synergies.

Ahern & Associates has worked with some of these companies in the past when there was a need to acquire companies and CEO Andy Ahern has attributed their rising success and repeat business to the company's sterling reputation which has been built on their long history of success in creating lines of communication to new markets within the industry for their clients. The key, according to Andy is that their consulting staff is exclusively recruited from among the presidents and CEOs of the most successful trucking and logistic companies in the U.S. This has given Ahern & Associates an unparalleled ability and knowledge about the industry which has resulted in clients being extremely satisfied with the results. This staff is now actively searching for acquisition opportunities for the clientele and is looking forward to another record breaking quarter.

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>

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