

# AHERN & ASSOCIATES ANNOUNCES 3 ADDITIONAL LETTERS OF INTENT AND A NEW PRE-AUDIT PROCESS FOR POTENTIAL SELLERS

The leader in transportation mergers and acquisitions announces further letters of intent, exemplifying the increases in consolidation within the trucking industry.

/EINPresswire.com/ PHOENIX, AZ – May 13, 2013 – The leading trucking industry consultation firm, Ahern & Associates, has announced three additional letters of intent for their merger and acquisition division. Building on their announcement of a record first quarter for acquisitions this year this announcement demonstrates the breakneck speed with which trucking companies are being consolidated.



Ahern CEO, Andy Ahern, stresses that there are some steadfast conditions on the seller's side that must be met, if a sale is to realistically occur. A seller needs to be realistic about pricing, be ready to let go, and ready to sell when the opportunity occurs. Failure to fulfill these three conditions will make the journey to a business sale a rough one.

To further help business looking to sell, Ahern has also announced a new pre-audit process. The pre-audit process includes a facility visit, a "mock" buyer review, as well as advice on how to reduce operating costs, and how to address any business characteristics that may discourage potential buyers from moving forward with a purchase. The intent is to ensure that when the time comes for deals to be made that it progresses smoothly for everyone involved. Ahern's advice is one of the best ways for a potential seller to not only fully understand what to expect in a sale, but also how to properly prepare.

Ahern & Associates has also announced that they are so confident in their pre-audit process as a means to prepare the way, that if a potential seller is matched with an Ahern client and the deal closes, Ahern will refund the initial consulting fee once Ahern is paid by the buyer. As the leading consultants in the trucking industry for more than twenty-five years, it is not hard to see where this confidence comes from.

For more information, please call 602-242-1030 or visit <http://www.ahern-ltd.com>.

## 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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