

Ahern & Associates Pioneers Pre-sale Audit Program Designed Exclusively for Trucking Businesses

America's leading logistics consultant fulfills the previously unanswered demand for expert help in selling a business in an increasingly competitive trucking industry.

PHOENIX, AZ, UNITED STATES, March 4, 2014 /EINPresswire.com/ -- This week, Arizona-based trucking and logistics consulting company Ahern & Associates announced a brand new pre-sale audit program designed explicitly for executives of trucking businesses looking to sell their business.



In the past, a trucking business would work with a business broker in order to sell their business. However, the trucking industry has many nuances and details that can greatly influence the success of a sale when dealing with experienced management and industry specific audits from an acquisition partner. When dealing with trucking and logistics businesses there has been a pattern for business brokers to focus on core business factors that are common to all industries while allowing many of the most valuable parts of a business to go unattended during a business sale.

One example that CEO Andy Ahern said drove the creation of his unique audit process was that he was seeing far too many business brokers that lacked the in-depth knowledge regarding trucking relationships to understand how a certain sale might lead to a spike in driver turnover, profits, and more. Concurrently, many trucking business owners are unaware of all the steps and hurdles that come with selling a company, including how to sell the business, how to price it properly, how to maximize value, and more. Consequently, neither party in this situation has both the business know-how and the industry knowledge to guide a successful sale and the end result was under-valued or failed deals that were hurting an industry that needed the flexibility of successful mergers and acquisitions now more than ever.

Ahern & Associates have released a brand new pre-sale audit process that addresses these exact problems and teaches company owners how to best prepare and present their company for the transition of acquisition. Although not a business broker, Ahern & Associates have over four decades of experience in the trucking industry and their experience provides them with intimate information on what characteristics make a trucking business appealing for buyers, as well as how the industry lives and breathes.

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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>.

Andy Ahern
Ahern & Associates
+1 602 242 1030
[email us here](#)

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