

Trucking and Transportation Consulting Firm Ahern & Associates Teams with Analytical Management Techniques

Ahern and Associates Contracts to Market and Distribute Innovative Trucking Industry Software

PHOENIX, AZ, UNITED STATES, August 1, 2014 /EINPresswire.com/ -- Ahern & Associates has announced its dedication to the longstanding contract it has with Analytical Management Techniques in order to market and distribute an affordable, state-of-the-art software program that is designed specifically for trucking companies. With the Financial IQ software program, when a customer calls in, a client can access his or her laptop and within seconds view rates that are needed to be profitable on each and every load.



The AMTC program provides invaluable statistics and data analytics such as analyzing revenue per mile, per load and per customer; operating ratio per load, per customer or per dispatch; and fuel surcharge revenue per load or per customer lane. In addition, the program is tied directly into each client's own profit and loss statement to relay to clients exactly what they need to break even and be profitable on each individual customer dispatch.

The program is not a benchmark program – the revenue and cost of each P&L are clients' actual numbers and include all direct, indirect, and overhead costs. In addition, the program can analyze individual loads, customers, shipping points, rates per bid, trucks for drivers, lanes, roundtrips, and company and owner-operated trucks.

It can be difficult for LTL carriers to determine actual costs because of drops, "picks", weights, line hauls and cross docking; in answer to this common issue, to help defray cost projection deficiencies, the AMTC program also has a "what-if" scenario available. This program has been developed for truckload carriers, less than truckload carriers and freight brokers.

The AMTC program will also allow customers to analyze base rate revenues per hundred weight, per shipment and per segment; fuel surcharge revenue per hundred weight, per shipment and per segment; and it computes cost and productivity separately for pickup routes, delivery routes, stops, cross docks and line haul. The data also includes pounds per man hour, load factors and other productivities.

In addition to this software program, Ahern and AMTC have developed a special program for freight brokers, offering a new and better way to improve a freight broker's bottom line net profits in their brokerage operation. A broker no longer needs to rely on utilizing just gross margins to determine how much money is needed from customers or how much money they can budget to pay the carrier on each shipment.

The Financial IQ software instantly calculates the bottom line net profit for every shipment a company handles; it takes only a few seconds to operate and can continue on the phone speaking to a

customer or carrier. It also shows the broker the gross margins and provides the total revenues, expenses and profit dollars for each shipment. Finally, it also provides a detailed listing of the entire freight broker's actual cost.

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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 on Ahern & Associates or the software programs available for the trucking industry, please call 602-242-1030 or visit <http://www.ahern-ltd.com>.

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