



Trucking & Logistics Consulting Firm CEO and Founder Andy Ahern Discusses Benchmarking in Latest Ahern Advisory Issue

Andy Ahern Offers Advice on One of the Largest Concerns of Carriers Who are Looking to Reduce Costs

PHOENIX, AZ, UNITED STATES, September 10, 2014 /EINPresswire.com/ -- Andy Ahern, founder and CEO of the Phoenix-based trucking and transportation consulting firm Ahern & Associates, discusses a vital matter of importance to carriers in the industry who find their costs have risen significantly and are looking for ways to reduce those costs. The discussion is available via the latest issue of [The Ahern Advisory](#), the popular industry newsletter of Ahern & Associates that reaches more than 400,000 subscribers each week.



In this latest issue, Mr. Ahern advises that his personal observations on benchmarks are just that - they are benchmarks, and in order for a trucking company or logistics provider to be profitable, they have to understand their cost of purchased transportation and expenses must be in line with their desired profitability. Mr. Ahern discusses the categories that represent a major portion of carriers' operating costs and also touches on his recommendations for operating a successful business. Furthermore, he also suggests a variety of additional sources on the subject that are valuable and available to carriers, including the American Trucking Association and the American Transportation Research Institute.

Further discussion includes growing a business, the national driver shortage, and whether or not the trucking and transportation industry is going to continue to be challenged with e-logs, Hours of Service, and CSA compliance, as well as the need for carriers to deal with the complexity of today's industry environment. Finally, Mr. Ahern reiterates his belief in Profit Performance Management, stating not only that profit is probably the most misunderstood aspect of a business, but also that "Profits must be the first item of expense".

Ahern & Associates is a beacon in the transportation and logistics industry, forming relationships with clients founded on trust, truth, and results, as is evidenced by praises garnered continuously from clients. A recent accolade received by Ahern & Associates came from the President and CEO of a transportation company in business for over 60 years: "Ahern & Associates has brought business to us that has been accretive; they've helped us find a home for a part of the business at one point in time that was causing us issues; and they've worked with us on valuations as well as operational reviews. I enjoy working with Andy and his group and hold them in high esteem. I've found that once they get to know you they're very opportunistic on working on your behalf. They listen well and get to understand your business in its entirety. They take a very straight forward approach and make their points clearly. I look forward to our continued relationship with Andy and his company."

For more information on Ahern & Associates, interested parties can call 602-242-1030 or visit www.ahern-ltd.com.

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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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