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New Financial Software Developed To Assist Trucking Industry And Freight Brokers

Ahern and Associates introduces Financial I.Q. software to the transportation industry; provides bottom line relief and financial clarity.

Phoenix, AZ, June 9, 2009—Owners of trucking companies and freight brokerages across the nation that are feeling the brunt of today's economic conditions now have the ability to right the ship with the help of Ahern and Associates' new Financial I.Q. software. Long known for their ability to assist trucking and logistics companies in reducing costs and increasing profitability, Ahern and Associates has developed a windows based software platform which allows truckload carriers, LTL carriers and freight brokers to take a more hands on approach to their financial analysis.

Financial I.Q. is a profitability program designed specifically for trucking companies. Unlike typical financial software, Financial I.Q. assists truckload companies in analyzing revenue per mile, revenue per load per customer, operating ratio per load per customer per dispatch, and fuel surcharge revenue per mile all while being directly tied into the company's individual profit and loss statements.

For owner/operators of less than truckload carriers who often struggle with determining their costs due to drops, picks, rates, cross docking and line hauls, Financial I.Q. can provide a path to profitability. By analyzing such factors as base rates per hundred weight per shipment per segment and fuel surcharges per hundred weight per shipment per segment, the company is able to determine in seconds where they are making or losing money and what adjustments need to be made to either break even or become profitable on lagging loads.

Freight brokers dealing with the common problem of determining their bottom line net profits per customer can also markedly benefit from Financial I.Q.'s sophisticated analysis. By entering a minimal number of values into the program, a freight company can quickly calculate the amount of revenue needed from each customer and the amount the broker is able to pay a carrier to achieve a desired profit level.

In addition, the software provides for a "what if" analysis that can be used by the trucking company or freight broker to test any solution to a future issue that could potentially effect profitability. For example, a trucking company may want to explore the possibility of utilizing an unconventional route or a freight broker might want to test the viability of accepting a new shipping client.

Dale Finck, CEO/President of McKelvey Trucking attests to the software's performance: "We use Financial I.Q. religiously on all new accounts, lane analysis and freight movement—it meets or exceeds all of our expectations."

Financial I.Q. fills a much needed void in the transportation industry at a time when fuel costs are soaring and profitability is declining. A.W. Ahern, CEO of Ahern and Associates explains, "What's great about Financial I.Q. is its flexibility. The software is customizable to your business whether you're a

broker, truckload carrier or an LTL owner/operator; it provides the same keen insight and results that help you identify problems, fix them and become more profitable.”

About Ahern and Associates:

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 www.Ahern-Ltd.com .

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