
Acquisition Motivations for Regional & National Transportation Related Businesses

The dominant rationale used to explain strategic acquisitions is that acquiring transportation firms seek improved financial performance. The following motives are considered to improve financial performance.

❖ Synergy:

❖ Increased Revenue or Market Share:

❖ Cross-selling:

❖ Economy of Scale:

❖ Taxation:

❖ Geographical or Seasonality Offset:

❖ Vertical Integration:

❖ Diversification:

❖ Defense/Market Control:
