

Day & Nite / All Service Grows Local And National Portfolio With Trio Of Acquisitions

Industry observers in food service and in any segment of business are always curious as to the impact that a new generation of family members will have on the growth of a company.

At Long Island based, Day & Nite / All Service, brothers Kenny and Irwin Sher have made their mark over the past 30 years.

Although far from retirement, the brothers have eagerly watched the new vision that the second generation of Sher's has had on the service firm.

That new generation led by Rick, Matt and Brett Sher have taken the company into new territory. Once again, the firm has taken bold steps to expand both its geographic and breadth of service footprint.

Day & Nite / All Service announced the acquisition last month of BSE Service from BSE Marketing. This acquisition will primarily enable All Service to provide service and additional technical talent on the Amana line of food service products in Metro New York.

"BSE has clearly established itself as one of the market's leading rep firms

for the sales and marketing of its lines," noted Matt Sher. "They came to the conclusion that diagnostic service fulfillment is simply a different business and that it would be better for their dealer base and their end-user customers to be aligned with a great service provider.

"This enables them to focus on their core and support their clients that much more effectively, and deliver more value added service from us," Sher continued, "After they went through thorough analysis of who they wanted to align themselves for acquisition, they recognized that if they're doing enough project work and service work we were the best fit."

As in any industry, the explosive growth in technology was a driving force behind the pact. "Amana's AXP series represents ground breaking technology and we have the ability by being focused on technical service to continue to train our team, to keep up with the rapid changes that come with such exiting innovation," Sher continued.

With a team of technicians on the street 24/7 and 365

See DAY & NITE on page 58

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days of the year, the stress of on-demand service unveils a number of customer needs. "For the past five plus years, we consistently are asked as we are servicing equipment, if we could provide the plumbing that in many cases is essential to the equipment that we're working on," Sher explained. "So we set out to see if we could build a specialization in food service plumbing outfit." As we went through the planning process, we found the opportunity to acquire the exper-

tise. So we have aligned ourselves with Popular Plumbing and will integrate their expertise into the Day & Nite / All Service portfolio.

Day & Nite / All Services's new plumbing initiative with Popular Plumbing focuses on a proprietary approach to the cleaning of grease traps and the specialty plumbing issues in a foodservice establishment. "As far as grease traps go, it's a unique full service pump out of the trap to a, pre-flush that your everyday plumber or chemical provider simply doesn't have the expertise to do," Sher noted. "Unlike Ecolab who just adds enzyme, we'll add the bacteria that creates the enzyme and then do a post-flush. It's the only comprehensive offering of its kind start to finish. No one has the luxury of playing with their letter grade when they have an A and this will only deliver that much more piece of mind and cost savings."

In addition to the firm's growth driven by the acquisition of the Amana service

portfolio and its entry into the plumbing service sector, Day & Nite / All Service continues to grow its national footprint. "Our business has continued to grow at a steady pace in Tampa," Sher added. The firm announced the acquisition of another service company in the Tampa marketplace.

"Our addition of Tiger Mechanical three months ago, enabled us to triple in size overnight," Most importantly, with Tiger we seamlessly integrated the full package of refrigeration, cooking, and HVAC service," Sher added.

"Our goal is to minimize untimely repair, maximize the life cycle and increases productivity, of both equipment and the culinary staffs that operate them," Matt Sher added. Clearly each of the firm's latest moves provide support to the Day & Nite / All Service mission and build on their already strong core assets of long term relationships, technical know how and customer service.