



# That's amore!

## Long-time Italian restaurant embraces Digital Dining features

**One of Hamilton's oldest and most beloved Italian eateries knew it could count on Armagh to deliver the perfect POS recipe when it decided to expand into a fast-growing East Mountain area last year.**

"I am thankful we opened that store with Armagh and Digital Dining," says Paul Spadafora, son of founding partner Tony Spadafora. Tony and brother Silvio, are still active in the business, but it's Paul, along with cousin Anthony who today oversee the day-to-day operations of the company's original restaurant in Westdale as well as its newest on Paramount Drive on the Stoney Creek Mountain.

"If we were using our old system when we opened our new restaurant, it would have been impossible to keep up with the busyness over there. Armagh made it so easy – we gave them our menu and they even programmed the whole system."

That experience convinced Paul to introduce Digital Dining at their Westdale location as well, home to the first Valentino's restaurant which opened 36 years ago.

Both restaurants also employ Moneris integrated pay-at-table technology, a move that Paul says has eliminated human error while making it easier for customers to settle up at the end of their meals.

"Before pay-at-table, it was easy for an employee to come up to a table and punch in the wrong amount for the bill. With this system, they just enter their server ID and the tables come up on the screen. As soon as the customer pays and it is approved, it closes it out in the system. It's very organized, very fast and there is no room for error."

Paul also appreciates the back-office support he gets from Digital Dining, which simplifies the task of managing sales and inventory. "With Digital Dining, the reports are there. How much pepperoni we are going through, how many entrees we are selling. It makes managing the restaurant far easier."

When it comes to POS decisions, Paul says his family has counted on Armagh for more than 30 years. "We trust their expertise. They haven't disappointed us. The service that they give is top-notch – if I call or send an email I get a response right away."

"When we need to make a change in the system, they have a process called dialing in. They dial in from their office, and I can watch

them making the changes while I'm on the phone with them. What could be easier!"

### About Armagh POS Solutions

Armagh has been serving the grocery, retail and hospitality industries in Canada since 1979, delivering solutions for a range of operators, from single-unit small businesses to multi-unit national chains. We are specialists in touch screen and scanning point of sale (POS) systems for both restaurants and retail stores, cash registers, scales, liquor inventory control systems, and grocery label and wrapping equipment.

With 35+ years POS industry experience the sales staff at Armagh provides experienced consultants in point-of-purchase management, customer service efficiency, process automation, and restaurant order management.

Armagh's award-winning Catapult Retail Software and Digital Dining Restaurant Software are best-in-class, and Armagh is a Platinum Toshiba POS Partner.