



Jan 2nd, 2017

My name is Kristy Barber and I own and operate Avondale Restaurant Equipment in Hamilton, ON. We are an expansion on our sister company, Barber's Restaurant Equipment Repairs, who has serviced and repaired commercial equipment since 1970.

Avondale was born in 2008 through my father, Paul Barber, and his vision that there was a lack of service based dealer in our area that offered all facets of commercial equipment from kitchen design, to supply & installation and also repair and service on existing or older equipment. We work in all areas of commercial kitchens from chains accounts, local restaurants, hospitals, schools and long term care facilities, which is where we met our colleague, Daryl Neamtu.

We started working with Daryl about 5 years ago in the long term care facilities through a consultant company we worked with at the time. Daryl was vital to the growth of our relationship with that company and helped us both develop and enhance our services both at the consultant level and with the end-user. Daryl was a natural fit to our dealership because of his full service based approach. We worked with Daryl to help build our relationships with manufacturers, mainly Rational Canada, as well as relationships with clients on an individual basis, which we continue to enjoy today.

Daryl worked closely with us to design efficient and functional commercial kitchen layouts for our mutual customers to ensure their ease of use now and in the future. Like us, Daryl works to ensure the end-user has what they need to work effectively and not focus specifically on pieces of equipment that he/we are comfortable with or sell. Daryl defines his success by his client's success and it is very clear in his work. He wants his clients to be continually successful – his dedication to their vision is shown in the projects we have done together. Hours spent and decisions thought through thoroughly, clearly showed us that Daryl is dedicated to finding the right solution for our clients.

Being a certified Rational Canada Chef further enhances Daryl's credibility in the industry. Rational holds the largest market share in combi-ovens throughout the world markets and Daryl is a listed certified Rational chef. In this capacity, Daryl trains Rational end-users in their new purchase and helps with the workflow in their kitchen and meal management. Daryl has worked with various customers of ours in this capacity from the small local bakery to the larger LTC facilities. In all applications, Daryl works to identify each customer's specific needs and develop processes to maximize production.



Avondale is a preferred partner of Rational Canada and, in any and all cases for training, I ask to have Daryl sent to our clients for training and support. His discussions and knowledge of the industry puts our clients at ease and gets the job done easily. He knows what pitfalls to avoid in the kitchen and works above and beyond simply "training" a client on their purchase but works to enhance their processes and workflow. He sees the big picture and that is vital to seeing how all the many pieces of the commercial cooking industry come together to define a successful company.

I have known many chefs throughout my time in the industry and happy that I can continue to call Daryl a colleague. As a dealer of equipment, we are challenged with many changes and comings and goings of chefs and restaurants. In the 5 years I've known Daryl, he has and continues to be a mainstay in the industry for very good reason.

Kristy Barber
Avondale Restaurant Equipment Ltd
223 Avondale St
Hamilton, ON L8L 7C4
Ph: 905.544.0577