

CUSTOMERS

Client Spotlight: Ikon Commercial

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Ready to see the coolest kitchen extractor fan, ever? **Ikon** have some seriously good looking kitchen appliances and sink ware. Are you an importer of goods? Try Unleashed for import inventory management, just as Ikon Commercial has.

WHAT DOES YOUR IMPORT BUSINESS DO?

Our company imports kitchen appliances and sink ware. We wholesale these products to the kitchen industry, architects, stainless steel fabricators and plumbing merchants.

WHAT'S ONE OF YOUR FAVORITE PRODUCTS?

We have a number of favorite products at Ikon and we can only really narrow it down to three! Pitt, Bora and Ikon Sink Station. The Pitt are gas burners that can be designed into the kitchen with any number of burners – they are integrated with the bench top. This means there isn't any stainless steel surrounding them, they are easy to clean and they look extremely smart.

The Bora is a revolutionary German product whereby the range hood and the hob are combined into one unit and air is moved downwards as opposed to upwards. The extractor is 100% efficient whereby the average range hood is 50-60% effective. This saves power and reduces any bulky extractor from the kitchen.



The sink station is a relatively new concept, designed right here in New Zealand for New Zealanders. It's a sink that solves a number of problems that every new kitchen owner has with their kitchen like drainage, large and small bowls. It's one you need to view – see it in action here:

WHY DO YOU THINK YOUR CUSTOMERS LIKE THESE PRODUCTS SO MUCH?

The Pitt gives the customer the option of whether they would like one or 10 hobs in their kitchen bench top. It is also easy to clean, and looks smart.

CAN YOU GIVE US A BRIEF HISTORY OF YOUR BUSINESS AND THE GROWTH IT HAS EXPERIENCED SO FAR?

We originally used MYOB for our system but we found that MYOB did not grow with us and soon it could not handle our growth. Over the past five years our growth has been extraordinary, with increases every year – around 40-60%, year on year!

HOW IS UNLEASHED HELPING YOUR BUSINESS GROW?

Unleashed helps our import business manage inventory; with Unleashed we are able to effectively communicate our stock levels to our accounting system. It has also allowed us to custom build a program that helps our dispatch and ordering system reduce errors through systems automation.

IS THERE SOMETHING YOUR BUSINESS IS PARTICULARLY PROUD OF?

This company prides itself on its quality, uniqueness and fantastic customer service. Everyone that is involved with Ikon is passionate about these words and strives to exceed our customers' expectations in everything they do.

ARE THERE ANY PARTICULAR NOT-FOR-PROFIT CAUSES THAT YOU, OR YOUR BUSINESS IS PASSIONATE ABOUT?

Diabetes New Zealand helps all that have been diagnosed with diabetes. We are proud to give support and training to all family members that are affected by this disease – with no known cure for Type 1. The reason we are so passionate about this is that 11 months ago the owner's 11-year-old son was diagnosed with type 1 Diabetes. With no family history this required a complete change in lifestyle for the whole family!