

Photo by  
Jason Hook

HUMBLE WORKS HARD | EVERYTHING *business*

IKON owner  
Keith Gallo  
and COO  
Joshua  
Spivak

# IKON

## WINDOWS & DOORS

### Launches Client Projects With Flight Precision

BY MARIA SONNENBERG

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Every successful project follows a definite path. So how does a windows and doors company find success following space flight protocol?

While launching rockets is different than installing windows, they both must follow similar methodical, precise trajectories in order to achieve desired results. Keith Gallo, owner of IKON Windows & Doors, relies on the “six stages of flight” to guide clients through each phase of an installation project.

“Just as the Space Coast has mastered the art of launching rockets using these six stages, we do the same to help clients launch their projects with precision and success,” he said.

1. The **Discovery** stage, when customers first contact Ikon, ignites the process.
2. In the **Crew** stage, the customer partners with Ikon.
3. During the **Launch** stage, Ikon kicks production operations into high gear, promptly executing orders, permits and legal documents.
4. While in the **Orbit** stage, communication between vendors and customers is maintained and orders monitored.
5. The installation and inspection of the project makes up the **Re-Entry** stage.
6. And upon reaching the **Landing** stage, Ikon finalizes the job and provides warranty details.

Gallo and his team have indeed mastered a carefully orchestrated set of procedures to ensure clients can

rely on IKON Windows & Doors to beautify and protect their most important asset — their homes.

“We’re performing surgery in people’s homes,” Gallo said.

When selecting a name for his company, Gallo chose the original spelling of a word that signifies admiration. IKON is indeed worthy of high regard, for it has thrived despite its start during the pandemic, one of the most commercially challenging of times.

“We started against all odds during the pandemic and we powered through,” said Gallo, who credits his strong faith and work ethic for driving the success of his family-run company.

Gallo also tapped into extensive experience and connections gained working with some of

## IKON WINDOWS & DOORS

the top names in window and door manufacturers to assemble the team of professionals who make up IKON. Gallo is well-versed in every facet of the industry, from residential to commercial markets, from manufacturing to installation. He’s even appeared in an episode of HGTV’s “Beachfront Bargain Hunt: Renovation.”

### Safety For All

IKON offers a complete range of windows and doors for residential and commercial installations. The company relies on top names in the industry — manufacturers like PGT® Custom Windows and Doors, America’s No. 1 manufacturer of impact resistant products. Following Hurricane Andrew’s devastation to South Florida in 1992, Florida-based PGT helped write some of the

most stringent impact code requirements in the world.

Some window companies just focus on windows and do not handle door installation. IKON does both.

IKON delivers a clear difference with a selection of doors, from effortless sliding patio doors and stylish, secure garage doors to custom wood doors and sophisticated pivot doors. Upgrading doors can be a true investment in security, curb appeal and resale value.

“Upgrading just the front door can add up to 10 percent more resale value to a home,” said Joshua Spivak, COO at IKON.

New windows can also significantly increase resale value.







IKON's portfolio of windows encompasses long lasting vinyl and sleek aluminum, as well as privacy-enhancing glass block windows and commercial storefront windows.

With general contractor licensing and experience, IKON is able to install windows no matter how high the building, making Ikon a go-to choice for condominiums or multi-story homes.

"Other companies cannot install above the third floor because they don't have that type of license," Spivak said.

IKON also stands apart because of its unique ability to tackle complex construction projects like transforming the look of a home by adding windows to existing walls.

In a highly competitive industry, IKON stands apart by its honest approach.

"One thing that separates us from competitors is that we don't offer unrealistic, bargain prices based on the use of inferior products," Spivak said. "We stand by our products and installation. We believe in being transparent and honest."

### Storm & Turtle Seasons

With storm season approaching, Gallo and Spivak anticipate busy days ahead for the IKON team. They're ready.

"We have a seasoned team who have been doing this for a while," Spivak said.

IKON's hurricane impact windows have

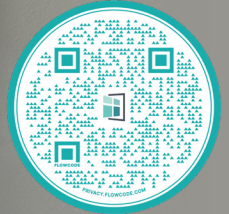
been tested and proven to withstand the toughest conditions. As a certified platinum dealer direct to manufacture, IKON offers a lifetime guarantee. Full-service support adds extra peace of mind to the security already provided by the impact windows themselves.

IKON also helps beachside residents in homes within direct line of sight to the beach adhere to regulations that restrict the amount of light that can be transmitted through windows and doors during turtle nesting season. The regulations were created to protect endangered sea turtle hatchlings from becoming disoriented by the light.

"FWC (Florida Fish and Wildlife Conservation



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Commission) enforces this with a serious fine for non-compliance," Spivak said.

IKON has extensive experience in the installation of these windows, which, in addition to helping sea turtles, add privacy to the home and reduce energy consumption and exterior noise.

### Happy Homeowners

Through a partnership with Launch Credit Union and Service Finance Company, IKON offers personalized financing options to make important home improvements accessible and affordable.

Homeowner Amy Fowles

did her due diligence researching companies before choosing IKON.

"IKON is the most professional window and door company out there," she wrote in her 5-star review.

Customer Kathy Belby added that, "IKON personnel were professional, responsive and did a great job installing the windows."

Linda Johnson appreciates how IKON staff was always available to answer her questions and concerns during the installation process and sums up what is perhaps the most important reason to choose IKON Windows & Doors: "My windows are beautiful!" ■

### LEARN MORE

To discover how new windows and doors can transform your home and for a no-obligation quote, visit [ikonflorida.com](http://ikonflorida.com) or call 321-345-0646.



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