

Fox Industries finds Adagio is the glue that holds it together

Fox Industries manufactures products used in the construction industry to restore, protect and improve concrete, steel and wood structures. In laymen's terms, they manufacture glues, grouts and sealants -- and this is not your household variety glue! Headquartered in Baltimore, Fox Industries has earned a worldwide reputation for solving problems using innovative materials and techniques. Being the innovative company they are, Fox switched to Adagio two years ago and hasn't looked back since.

Accounting Manager Debbie Ruzicka says "I was convinced that Adagio was the way to go." She enjoys the ease of use that the intuitive Adagio interface offers, and she adds, "I like the reporting capabilities of Adagio. Choosing Adagio was a no-brainer!"



Fox Industries chose Adagio to handle all their accounting software needs.

Part of Debbie's job is ensuring that the sales team and management have access to the critical data they need to analyze sales and pinpoint new opportunities. One of the features Debbie likes in particular is Adagio's GridView module, which lets personnel view Adagio accounting data without using the actual Adagio modules, and therefore they have no way to change the data. It allows the management and sales teams at Fox In-

dustries the ability to create and view reports, including snapshots of receivables, payables, invoices and orders. The sales team can check customer information or customer balances. They can even view recent prices or invoices.

"Our management and sales teams can easily go in and find the information they need, including customers billed, the price they charged, and the date, without having to ask the accounting staff, and without being able to change anything. And I can have all three of our departments set up on it!"

"Choosing Adagio was a no-brainer!"

Debbie Ruzicka, Fox Industries

Debbie also appreciates Adagio SalesAnalysis which can capture critical sales data at the detail level to allow refined analysis with on-line inquiry, statistics, charting, and reporting. "I don't have to open different modules to get the information I need," Debbie explains. "Everything is so much easier."

SalesAnalysis automatically records sales from Adagio OrderEntry and Adagio Invoices. On-line inquiries allow for quick lookups into the data by customer, item, salesperson, territory, category, or item segment. It also allows the management team to quickly compare figures like month-to-date sales and year-to-date sales side-by-side.

With easy access to the information they need, Adagio provides a reliable, easy-to-use, yet surprisingly versatile accounting system Fox Industries has come to rely on.

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