

Gallos Solutions Partnering with leading construction firm CG Fry & Son 5 years on

CG Fry & Son www.cgfry.co.uk are a leading regional construction firm specialising in housing development and contracting. C G Fry & Son was formed in the quiet Dorset village of Litton Cheney not long after the First World War. Today, the company still has its base in the village, although its operations are now spread across the south-west of England.

About CG Fry and their COINS implementation



The business has a turnover in excess of £100 million per annum which includes New Build homes of around 250 per annum and Contracting which incorporates New Build, Refurbishment and Small Works Projects with numerous clients.

In 1992 C G Fry & Son won a tender from the Duchy of Cornwall for the first phase of the building of Poundbury, and the firm has since been responsible for the construction at Poundbury of more than 1000 new homes, offices and shops. Poundbury helped put the name of C G Fry & Son on the map as a leading regional construction firm company now across the south-west counties.

In 2020, CG Fry & Son selected market leading COINS ERP to replace their legacy financial software. Ludovic Blackburn, Finance Director at CG Fry & Son takes up the story: "Having made the decision to proceed with COINS, we were introduced to Gallos Solutions to work with us to implement the software. Our first objective was to implement the Financial and Commercial areas of the software to replace and enhance what we were using on our existing system. We were instantly impressed with the knowledge and experience of the Gallos team who had all come from roles within the House Build and Construction industry. Therefore, Gallos were always able to add invaluable insight and guidance in how to best implement COINS."

"One of the major challenges that we faced was implementing COINS during the first year of the pandemic. A lot of the initial work had to be performed remotely, which although not ideal still worked successfully. However, when the opportunity arose, Gallos were onsite to advise and support where required. The initial transition to COINS went extremely smoothly and has been a success for our business, for which we are grateful for Gallos' assistance".

