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As a result, he anticipates that turnover will break the £100m barrier in 2008.

Heard has budgeted for a figure of £77m this year, similar to 2006's result. He anticipates a surge of Sol's future orders feeding through the pipeline next year.

"We're a tap-washer to lower-block player," said Heard. "Our special projects division will

Two more contractors have joined the Withersnet structural repair network. They are Underpin & Makegood and Olympus Construction Wessex.

Formed in 2004 to provide a nationwide network of substructure repair specialists, the panel's range of offerings was expanded five months ago by the addition of 12 superstructure contractors.

Robert Withers, managing director of Withers Group, said: "Once we'd got a start, we soon saw that less than 5% of substructure claims were going to underpinning, which left 95% or more of the total spend going on superstructure work.

"Also, we were continually being asked if we knew who could do this on a 'one-stop' basis. This incentivised us to expand our territory."

Three substructure contractors are enough to offer a nationwide service. However, the 14 superstructure providers are still short of giving Withersnet a whole-country service. There are

proposed to fill the Cornwall, Northham

the Withersnet make-up to a tally of 17: three substructure and 14 superstructure contractors.

Withers is a third-generation, family-run business based in Croydon, Surrey. Turnover runs to £5m a year. This is made up of 30% from superstructure and 70% from substructure work.

Withersnet operates as a self-managed network using a web-based central 'hub' administrative system. Collectively, the members have the capacity to handle £10m-worth of claims a year. Since its formation, demand has tripled to a current workload figure of £3m.

**Withersnet attracts two new members**

Ireland and a small area in Wales.

"What happens is that we get a call from a potential client, say an insurer or loss adjuster, which results in us going out to inspect and provide a quote," said Withers. "The job is allocated on a geographic basis.

"We're a good team. At the start we looked to partner with similar SMEs to ourselves, so family businesses with a turnover of between £1m and £5m."

Most jobs are in the £5,000 to £10,000 band. The biggest to date has been £200,000.

Enfield-based Underpin & Makegood handles both above- and below-ground repairs in north London and the adjoining Home Counties. Olympus Construction covers the South West from offices in Paignton, Poole, Bristol and Thurston. It spe-

cialise in environmental remediation

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