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## Lorenz unveils UK-wide dilaps network

■ Rent review specialist launches Dilaps UK franchise venture

BY RICHARD HEAP

Rent review expert Anthony Lorenz has launched a company to create a national network of dilapidations surveyors by the end of 2011.

Lorenz, founder and senior partner at the Lorenz Consultancy, has started Dilaps UK with three partners: Dilaps Direct founder Anthony Martin; Conduit Investments chairman Laurence Davis; and Paul Lande, financial director of clothing wholesaler the Fielding Group.

Lorenz said using specialists would speed up the system and allow them to charge less than larger firms in regions outside London. National firms could also outsource work to Dilaps UK.

Landlords claim dilapidations from

tenants at the end of a lease so it can reinstate the building to its original condition. Claims can take around a year to resolve after a lease ends.

"We know it's a huge service and we know it's not well managed. We're picking it out of relative obscurity," said Martin, who has run Dilaps Direct, a specialist surveying practice that has operated in London and Macclesfield for the last 13 years.

Dilaps UK is an extension of this approach and aims to create a network of 200-300 dilapidations surveyors across the country, operating under franchises in particular geographical areas. It already has one franchisee.

Dilaps UK will take a percentage of the surveyor's fee. Lorenz said

the average dilapidations claim was £50,000, so a surveyor who reduced that sum down to £25,000 could charge around £4,000 for the work.

He predicts a successful Dilaps UK franchise could earn the individual franchisee up to £200,000 a year.

Lorenz said that in large, London-based firms dilapidations work was allocated to junior surveyors. A national network would allow clients to develop a personal relationship with a local surveyor and cut costs.

He added that most firms did not target work on dilapidations claims aggressively enough.

"We've decided to change that and get a UK franchise on the road," he said.

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