



Armed with just a credit card and bags of optimism, in 2004 Toppesfield MD Matthew Pryor identified a gap in the construction sector for a responsive, client-focussed surfacing company. Toppesfield was born in the annexe of his house in Hadleigh, Suffolk and the business has since become the largest independent surfacing contractor in the country.

Initially introduced to The Channel Partnership in 2004, Toppesfield adopted credit insurance to proactively manage their credit risk in 2006. At the time, they were forecasting a £7million turnover for the financial year, but with hard work and dedication, the business now has a turnover surpassing £88million, supports over 250 employees, has six regional offices and is still on a growth path.

Matthew comments "We were introduced to The Channel Partnership (then LDPA Credit Insurance) when we started trading and have used them as our credit insurance brokers since 2006. Credit insurance has allowed us to grow our business with confidence and has probably allowed us to expand faster than would otherwise have been the case. The Channel Partnership has always helped us to achieve the best solution that the credit insurance market has to offer and has definitely added value to our policy over the years – ensuring we secure the cover that we need and that any claims are settled promptly."



Matthew always knew he could “make a success of the business” by developing the necessary strong relationships with clients, delivering the works and closing out contracts.

Add to this the company’s market independence, whereby it has the freedom to resource materials from any supplier or asphalt plant in the UK, and this affords Toppesfield unrivalled flexibility and the ability to deploy teams of asphalt operatives, often, at very short notice. Their resulting success has forced an industry to change and try to follow Toppesfield’s lead.

Speaking at length to Matthew, it is clear why the business is flourishing. He credits Toppesfield’s success to attracting and retaining the right people for the business and over the next five years, he hopes to keep the ‘family’ feel to his business, ensured through close-knit commercial and operational project teams.

The company will also drive its graduate trainee programme and training schemes, developed to attract future industry leaders into the growing and dynamic business and help young people into the workplace. It will also be targeting more organic growth and influential UK presence.

