



**Flying high: FPSG founder John Hailstone (lower man) has raised sales to £52m by expanding his recruitment consultancy into the oil and gas sector**



Geothermal's sales grow 86% a year from £2m in 2005 to £12.8m in 2008.

42	<b>ICE ENERGY HEAT PUMPS</b>	
	Renewable energy supplier	85.43%

THIS Oxfordshire company is at the forefront of the growing market in renewable energy with its systems that use ground heat to generate hot water and home heating. It also supplies its Swedish-made pumps to corporate clients such as the National Trust, the Duchy of Cornwall, as well as new clients Big Yellow Self Storage and Harrogate Borough Council. Founders Andrew Hillier and Andrew Sheldon are now trying to break into the housing authority market. Sales have risen 85% a year from £1.2m in 2005 to £7.8m in 2008.

Hotel in 2002. His company provides travel agents with transfer services between airports and hotels, and also allows holidaymakers to book direct online. Claiming to operate in 70 countries and in more than 4,000 cities and resorts, the West Sussex company has links with Easyjet and other airlines that sell its service through their websites. It is also launching a revamped ski shuttle service to winter holiday destinations. Sales grew 84% a year from £1.4m in 2004 to £8.6m in 2007. The company is half-owned by Hong Kong-based Unifol International, a consortium of business-angel investors.

45	<b>SHILTON SHARPE QUARRY</b>	
	Legal recruitment firm	83.07%

DRAWING on their experience in legal recruitment, directors Nick Shilton and

Quarry in 2003. The London company offers psychometric testing of candidates, and places junior and senior lawyers for corporate and law-firm clients in Britain, Germany, Italy, Spain and Australia. It says it has recently increased its proportion of senior placements, which command higher fees. Having recently helped to broker a merger between a British law-firm client and an American law-firm partner, the company hopes to pursue more opportunities to benefit from increasing consolidation in the legal sector. Sales grew 83% a year from £1.1m in 2004 to £6.9m in 2007.

46	<b>OYSTER PARTNERSHIP</b>	
	Recruitment consultancy	82.90%

THIS recruitment consultancy specialises in finding staff for public-sector clients such as Citywest Homes and Strathclyde Police, while its private-sector customers include Southern Electric and Carillion. With offices in London and Glasgow, the company claims to have 20,000 registered candidates filling positions in housing management, property maintenance, surveying and building services. Founding partners Jack Barton and David Whomes and managing director Colin Fairbank have boosted sales 83% a year from £867,000 in 2005 to £5.3m in 2008.

47	<b>MIROMA</b>	
	Corporate barterer	80.09%

EXPERIENCE of working for the tycoon Vincent Tchenguiz gave Marc Boyan the confidence to found the corporate media barter company Miroma in 2003. He took on its first office in a barter deal, trading outdoor billboard space with Regus for accommodation in St James's Square. Miroma takes excess stock from clients such as Levi's and the car company Kia and trades it for media services and advertising from partners that include MTV, Sky, Five and CBS. The London company claims to have overseen £100m of clients' advertising since 2003. Sales have grown 80% a year from £1.6m in 2005 to £9.1m in 2008.

48	<b>FPSG</b>	
	Recruitment consultancy	79.82%

THIS recruitment consultancy places staff in a range of sectors, including IT, finance, human resources and engineering. With headquarters in Glasgow and offices in seven locations, FPSG says it has a base of some 400 clients ranging from Clydesdale Bank and Halliburton to small family businesses. It says it provides a total solution for customers, placing candidates on both a permanent and a temporary basis. Founder John Hailstone has expanded into the oil and gas sector, with the £4m acquisition of Jobact Petrochem late last year, helping to raise sales 80% a year