

UKCRA member spotlight

Green Cartridges Limited

This month we look at Green Cartridges Limited, active members of UKCRA - the United Kingdom Cartridge Remanufacturers Association.

Neil Coulton, Technical Director of UKCRA, started Green Cartridges Limited with his wife Abbe five years ago. Neil and Abbe had both given up lucrative careers in the City of London.

Initially Neil and Abbe were going to start a cost reduction consultancy business and it was after considerable market research they discovered that companies were concerned with the escalating cost of laser toner cartridges. Neil started looking to source high quality remanufactured cartridges and found there was a mixed and confused supply in the market, that is to say: remanufactured, refilled, compatible etc.

This set Neil thinking and he investigated further. He ended up at World Expo in Las Vegas in the autumn of 2004 and discovered that the remanufacturers appeared to be either large scale, or “mom and pop” operations, which collected empties, remanufactured and returned them back to the end user within a local area. Neil decided this was the business model he wanted to adopt and hence Green Cartridges was born.

From the outset, Neil saw no reason why laser toner cartridges could not be remanufactured over and over again to produce a far more sustainable product, as there is an abundant supply of high quality components to replace virtually every moving part within a cartridge. This was a model seen as unviable by some within the industry, as the cost of remanufacture would be higher than a single remanufacture process. However, “Green Cartridges’ commitment to producing sustainable, low carbon cartridges is now looking to be the way forward” says Neil. And by having a closed loop with their customers, they are not overly dependent on the supply of “empties”. Green Cartridges deal with the end user direct. They collect their customers’ empty cartridges, remanufacture to exacting standards and deliver the cartridges back to the customer. As necessary,



components are replaced each time. This enables Green Cartridges to remanufacture up to 15 times with no loss in quality or performance. Green Cartridges believe, as do their customers, that the reusability of products is the way forward in developing a low carbon economy, and is viewed by many as being as important as cost when purchasing printer consumables.

In recognition of Green Cartridges’ commitment to the environment, Neil and Abbe are proud winners of the Mid Essex Business Awards 2007 for Environmental Awareness and have been recognised regionally as green ambassadors for the sustainable vision of their business.


Neil and Abbe are also committed to helping the community and are actively involved with a local charity called PARC based in Green Cartridges’ home town of Braintree, Essex. PARC (Essex) is a registered charity, (Registered No: 10655854).

PARC exists to provide support to families who have a child or children with any type

of additional need from a very early stage.

They help a range of children including those with speech and language difficulties, autistic spectrum, epilepsy and those with physical and learning difficulties.

Parc offers services that cover a wide range of activities with children of every age and ability, including pre-school services, activities clubs, youth clubs, sports clubs and weekend and holiday respite. It also offers Sunday morning “stay and play”. Above all Parc is a place where children can develop, learn and have fun, in a safe and friendly environment that caters for their special needs.

Neil likes to set himself challenges and for 2010 has decided to teach himself to unicycle – no mean feat for a man in his late 40’s who has never unicycled before. In May, Neil intends to unicycle for 30 miles to raise £20,000 for PARC (Essex). To sponsor or make a donation for this worthy cause visit www.justgiving.com/neilonawheel. 

e: info@ukcra.com