



www.greenguardian.co.uk

Green Guardian

In partnership with Hounslow Council

Your local Green Reporter

If you have any green news stories, get in touch with **Colleen McDonnell** on 020 8744 4273 email cmcdonnell@london.newsquest.co.uk



Want green ink? Fillink will not Parmi you off

A pair of eco-entrepreneurs are living a green dream after coming up with business idea that can save people a lot of money while helping them to save the planet too.

Owner of Fillink, Parmi Jutlay, and his business partner, John Squires, decided to look into providing sustainable inkjet cartridges when they were both working for PC World.

Parmi, 39, said: "We worked in the business centre, which was right next to the printer cartridges and we had some exposure to the profit margins. It used to have its own security because of how valuable the inks were.

"Then we asked ourselves, how can we develop a printer that never runs out of ink?"

IT engineer John and Parmi, a trained salesman, put their heads together and not long after the car-

by **COLLEEN MCDONNELL**

cmcdonnell@london.newsquest.co.uk

tridge refilling side of their business took off, they came up with something else.

Now they have expanded their business and in their shop in London Road, Isleworth, customers will find a range of HP printers which John has refitted so that whoever buys one never has to buy another ink cartridge ever again.

They service a range of products for the domestic and business markets for anyone who is tired of being reliant on the big brand inkjet manufacturers.

John, 40, said: "The loyalty is built into the product because people cannot go anywhere else. Well they can, but they would pay so much more."

With their 40ml refillable set of ink tanks, customers of Fillink can

print 2,000 text pages, 700 web pages or 400 6x4 colour photos. Normal store-bought cartridges hold just 6ml.

"That's 15 to 20 times that you don't have to go back to the shop and 15-20 times that a set of chemical-filled cartridges are not going into land fill," John added.

He referred to a recent article in Which? magazine that revealed that in the worst case scenario inkjet printers and the expensive cartridges it takes to run them end up costing consumers £8.20 per A4 colour photo.

Parmi said: "Instead of paying £65 for a set of inks, £25 fills up our cartridges with four times more than the originals."

Fillink is at 572 London Road, Isleworth. Visit continUink.co.uk or fillink.co.uk

Green Guardian is grateful to the following for its generous sponsorship:

continUink