

History of Lasertech

Today Lasertech are one of the largest independent manufacturers and suppliers of printer cartridges in the UK, with over 75 franchise territories operating in the UK, Ireland and Spain.

Lasertech was established in 1989 by Jason Williams, using a £1500 grant from the Princes Trust. The business started in Jason bedroom which he converted into a Toner Cartridge Production area. After breaking 5 of his mothers Hoovers he moved to premises and vowed to always use sophisticated tools and machinery and invest in R & D. Today 16 years later Jason still runs the company, with Justin his brother who is the Sales Director, there are 60 members of staff employed at Head Office in Cheshire, which has two factories producing Ink and toner cartridges, to full ISO standards. Since the first day Jason established Lasertech, he has manufactured the Lasertech Brand and supplied customers with a quality product at a god price.

The company operated very successfully as a mail order company for 12 years, it got to the stage were Lasertech wanted to offer it's customers face to face personal local service, so rather than employing field sales staff they decided to franchise the business. The franchise is a van based management franchise supplying small to medium size businesses with Printer Cartridges and Office Products in an exclusive territory. As each territory has the growth potential to support multiple vans the business is grown by adding vans and staff to the territory, this keeps overheads low but sales and profit high.

In 2005 Lasertech teamed up with one of the largest Stationery suppliers in the UK Spicers, to offer their customers and franchisees customers an additional 25,000 office products including stationery and office furniture to give their customers a complete office supplies solution.

Following the success in the UK Justin thought why not replicate the success of Lasertech UK in the rest of Europe so started recruiting master franchisors. In late 2004 Lasertech Espana was established by June and Phil Pedley who moved from North Wales to Marbella with their family. It just over a year they have completely replicated the UK operation but on a smaller scale, without the production facilities, and have their fist two Franchise areas operating.

In 2006 Lasertech are looking to recruiting further more franchisees for the UK and are also hoping to recruit Master Franchisees in the rest of Europe.