



# UNI-TANKERS ACHIEVE GREATER FLEXIBILITY AND GREAT SAVINGS BY IMPLEMENTING CANON PRINTERS

**Company name:** Uni-Tankers A/S  
**Industry:** Shipping  
**Fleet:** 16 owned tankers and approx. 20-25 time charter tankers  
**Founded:** 1995  
**Location:** Middelfart  
**Canon products:** Canon imageRUNNER ADVANCE series and uniFLOW  
**Sold by:** Officepilot

Uni-Tankers A/S, a Danish-owned tanker shipping company specialized in transporting liquid chemicals and oil, have successfully achieved great savings and improved efficiency by implementing Canon printers on their five offices and aboard the shipping company's 16 owned tankers.

When talking about Uni-Tankers, quality, efficiency, and simple

workflows go hand in hand – and their printer set-up both on land and at sea is no exception.

“For us, it is vital that things work, and that we have dependable partners who understand our needs,” says Michael Hust, IT Manager at Uni-Tankers. That is one of the reasons why Uni-Tankers chose to partner with Officepilot, an authorized Canon dealer, in

2014. The partnership started when Uni-Tankers moved to their current headquarters, at Turbinehallen in Middelfart, where they share offices with their parent company USTC, which counts more than 4,000 employees worldwide.

The partnership started with the implementation of the Canon imageRUNNER ADVANCE series and the print administration



solution, uniFLOW. Today, Uni-Tankers use the latest series of Canon's imageRUNNER ADVANCE multifunction printers, the imageRUNNER ADVANCE DX C5800, on all their offices.

"We use Canon printers and uniFLOW, as they give our employees the required flexibility and efficiency. At the same time, the Follow-me print solution gives added security, as the prints follow the user and not the printer. This has resulted in a significant decrease in misprints, which in turn benefits the environment and reduces supply costs," says Michael Hust about the current solution. A solution so effective that it has been expanded to also include the shipping company's own tankers.



### **When a partnership becomes a 360-degree solution**

In the view of the positive experiences from their successful office solution, Uni-Tankers decided to extend the collaboration and chose a similar solution for the shipping company's own vessels. "Following the COVID-19 pandemic, our previous partner faced challenges delivering new devices, so we had to find a new set-up to maintain the necessary efficiency on board," explains Michael Hust. In cooperation with Officepilot, they came up with a solution which includes a total of 62 Canon imageRUNNER ADVANCE DX C257 printers that have been installed on the

shipping company's 16 owned tankers.

This has resulted in great savings for Uni-Tankers. The amount of toner used has been reduced significantly as they can now print more with the same amount of toner resulting in expected savings of around DKK 500,000 over the next four years. The printers' robustness, quality, and reliability has given Uni-Tankers a dependable and future-proof setup. But, most importantly, the reduced amount of toner used is a win for the environment.

### **An effective collaboration**

Good collaboration is crucial for

Uni-Tankers. With their company slogan, 'A matter of chemistry', in mind - which not only refers to the cargo carried on board but also in large part to the chemistry between people - Michael Hust is very satisfied with their current collaboration. "A partnership built on trust and transparency is important to us. That is why, we are happy with our collaboration with Morten (ed. Morten Aarup, owner of Officepilot); He inspires confidence, he listens, and he has managed to find a powerful solution for Uni-Tankers," concludes Michael about the collaboration with Officepilot and Canon.