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The magazine of the Kern Group

best of kern



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Müller product portfolio

Editorial



Stefan Wüthrich, CEO Kern Group

Dear Readers,

the most recent trade fair appearances have shown that our customers have responded positively to our innovative approach, as we clearly recognised at the Hunkeler Innovationdays in Lucerne and the LogiMAT in Stuttgart. The very good level of incoming orders confirms this trend. We are enormously thankful for this trust.

Our presence at the Hunkeler Innovationdays was a complete success. The trade fair deserves the rating 'Excellent': A high-calibre audience in a highly professional environment. We are therefore delighted with the excellent feedback. The visitors have clearly signalled this to us: You can see that both the Kern Group and our portfolio are constantly evolving, and the positive at-

mosphere within the Kern team is very well noticeable.

In Lucerne and at LogiMAT in Stuttgart, it became clear that the integration of Müller is progressing continuously. We have received a lot of positive feedback for the Kern PackOnTime and the LogiPack from Müller. Müller has strong solutions in the area of logistics, and we are also on the right course with Kern and will be able to announce further innovative high-end 3D packaging solutions in this segment in the near future. The high-end systems from Kern and the compact machine from Müller complement each other perfectly.

In future, all systems will run on one control and software platform. We are expanding the 3D packaging area, but the maxim always applies: inserting is and remains our central business. We are continuing to strengthen our roots, which you will be able to build on in the decades to come.

Our broad and stable service network plays a key role in ensuring that customers trust us, as service is an important differentiator in the market. We impress

with a fast response time and a high level of support. For example, customers appreciate being able to send an error message at night, everything is documented and can be traced at any time.

Remote solutions are also becoming more and more accepted. We are breaking new ground with virtual reality: this is the most efficient solution for smaller repairs. Such solutions are particularly helpful in the USA, where distances are enormous. At the DOXNET annual conference in Baden-Baden, we will once again be represented with an exhibition stand and contribute a special presentation.

The outlook for the future is positive, we can invest in all areas. The culture at Kern has changed noticeably: We are one great team, transparency and collegiality are lived. Our customers also perceive this.

With this in mind, I look forward to exchanging ideas with you.

Your Stefan Wüthrich

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Cover: Kern booth at Hunkeler Innovationdays - Antje Brückner in conversation with Mika Steinwand (both Kern GmbH)

Hunkeler Innovationdays 2025

Kern presents itself with an unbeatable product portfolio



From left: Stefan Wüthrich (CEO Kern Group) in conversation at the Kern booth

The Kern Group's exhibition booth at the Hunkeler Innovationdays in Lucerne met with great interest. Following the acquisition of Müller Apparatebau GmbH, the portfolio on show in Switzerland was more diverse than ever. Kern is now able to offer a wide range of inserting systems and solutions on a common platform that meets the highest standards and increases efficiency and productivity in a wide variety of customer segments.

Right at the entrance to Hall 1, the Kern Group's impressive trade fair presence stood out in unmistakable Kern red. The inserting systems on display were in top form and impressed visitors with their speed and efficiency. Many customers, especially from Switzerland and Germany, came to find out about the latest systems and solutions, and the international public also showed great interest in the Kern exhibition booth. In addition to the proven Kern 3200 and Kern 3600 high-performance inserting

systems, interested trade visitors were able to find out about the Müller MK8500 - a dynamic high-performance inserting system for the medium output range. The presentation of the PackOn-Time Multiformat 3D packaging system, Kern Service and the ADF mailFactory software solutions complemented the exhibition presence. Müller Apparatebau GmbH is a new addition to the Kern Group. Müller's products expand the Kern Group's inserting portfolio in the medium and lower output range and offer

our customers very interesting options for the future. 'The Kern Group together with Müller and HSW at the Hunkeler Innovationdays is a successful combination. We are also very satisfied with all four days of the exhibition this year. There was a great deal of interest in our systems and we had promising discussions with our customers and partners. This direct personal dialogue is essential for us. We are very confi-

dent about the coming months,' says Stefan Wüthrich, CEO Kern Group.

The Hunkeler Innovationdays have developed into an important meeting place for the industry - exhibitors, visitors and the international trade press all agree on this. With its interdisciplinary concept, Hunkeler Innovationdays has always stood out from other trade fairs.

In a comparatively small space, all the well-known manufacturers in the industry meet with owners, managing directors, executives and experts. This makes this international industry get-together unique worldwide.

innovationdays.com



LVM: Convinced by the strengths of the Kern 3200 *force*

Kern systems have been used for inserting for over four decades

'The many years of good cooperation with Kern were once again demonstrated and confirmed in this project,' says Stefan Dürkopp, Team Leader Output Service + Print Shop at LVMVersicherung in Münster. Those responsible there continue to rely on continuity and the strengths of Kern systems: Kern machines have been used for inserting for over four decades, and the acquisition of a Kern 3200 *force* last year has added another chapter to the successful co-operation.

Stefan Dürkopp lists the criteria that tipped the scales in favour of the Kern 3200 *force*: 'The decisive factor for us was the design, because the machine has to fit into our production space. At the same time, it had to guarantee parallel two-channel processing of continuous and single-sheet forms, including the feeding of up to four inserts, which also includes CDs.'

Compatibility with the Kern software environment and the speed of C4 inserting were also important parameters. Ute van Heek, Head of Division at LVM Versicherung, adds: 'The reliable Kern service was another decisive factor in our decision.'

They were looking for a system that could switch quickly and easily from C6 to C4, as the 3200 *force* was to take over the jobs of a Kern 3500 and a KAS for C4 inserting. 'We wanted to go from two systems to one,' explains Stefan Dürkopp and speaks of an optimum price-performance ratio.

The changeover went smoothly: 'The process went very well, from the support during the preparation of the project to the installation,' says the team leader, who also emphasises the work of the Kern technicians on site very positively. To date, around 5 million letters have

travelled through the Kern 3200 *force* (as of February 2025). Ute van Heek confirms that the system has shown its strengths right from the start: 'The speed of C4 processing has tripled and in some cases even quadrupled.' Thanks to the automation of the machine, it largely adjusts automatically when the format is changed, which saves production time and benefits the production staff because they hardly have to intervene manually.

In any case, those responsible at LVM are convinced by the handling of the Kern systems. The new modular multi-format inserting system has also been integrated into the production processes in a very short time.

'We are one of the first companies in Germany to use the cut-sheet module,' adds Stefan Dürkopp.



Delighted with the new system: Ute van Heek (Division Manager), Michael Thoms (Deputy Team Leader), Arnoud Schreutkamp, Adrian Socha (both Kern) Stefan Dürkopp (Team Leader) and Rainer Rindfleisch (Kern).

LVM Versicherung was founded over 125 years ago. More than 11,000 employees at the all-round insurance company ensure high quality advice, service and claims handling. The group of companies offers a complete product portfolio

in the areas of insurance, retirement planning and financial services. In addition to the Kern 3200 *force*, LVM also envelopes with a Kern 3500. In 2024, over 15 million letters left the printing centre in Münster.

About LVM

'By farmers for farmers' - with this basic idea, farmers once founded the 'Liability Insurance Association for Farmers in the Province of Westphalia'. The company is now called 'LVM Landwirtschaftlicher Versicherungsverein Münster'. As the name suggests, it is still al-

ways an insurance association. For customers, this means that all LVM policyholders are also LVM members. There are no 'third-party' owners - as with a public limited company. The focus is on customers and employees.



lvm.de

Müller: Tradition in the modern age

Müller inserting systems offer state-of-the-art technology and a high level of reliability

Müller MK8500 – Dynamic High-Performance Inserting System



Reliable processing, maximum flexibility and unrivalled productivity characterise the MK8500 line from Müller. Thanks to its dynamics, even large volumes of complex transaction

applications can be processed. With the ultimate flexibility provided by the modular design, the requirements of increasingly complex applications as well as the multitude of applications can

be handled perfectly. Müller's multi-channel system in particular, which can be freely configured from 2 to 15 stations, enables this unique flexibility.

Müller MK8300 – Flexible Multiformat Inserting System



The Müller MK8300 adapts perfectly to increasingly complex applications thanks to simple and fast job changeovers when changing formats and ultimate flexibil-

ity thanks to its modular design. Almost all transactional applications from personalised large and small print runs to DirectMail applications can be implemented

with the system. The inserting system is ideal for modern job management in professional lettershops.

Kern and Müller

Two inserting system manufacturers join forces: Unbeatable product portfolio

The year 2025 has started with big news at Kern - an agreement has been reached with Müller Apparatebau GmbH in Kranzberg to integrate the company into the Kern Group. As a result of the acquisition, Kern is now able to offer a wide range of inserting systems and solutions on a common platform that meets the highest standards and increases efficiency and productivity in a wide range of customer segments.

We asked Daniel Wenger and Josef Flörs the same question, which they answered from different perspectives and angles, in order to shed light on the direction and objectives of integration in detail.

'What can customers and interested parties specifically expect from the Kern/Müller merger?'



Daniel Wenger, Head of Business Unit kernMail, Kern Group:

'By joining forces, we will be able to expand our product portfolio in the mid-range service area and thus offer our customers worldwide a unique range of mail products and services. Our customers will also benefit from a larger global network with the familiar advantages, such as our first-class service. Thanks to the merger, individual customer needs can be met even more specifically, be it through customised solutions or improved support.'

Josef Flörs, Director Sales & Service, Müller Apparatebau:

'By pooling expertise and resources, we create synergies and offer an expanded service portfolio that brings innovative solutions to market faster. Our optimised processes enable us to process orders efficiently, shorten delivery times and increase service quality. In addition, our increased customer focus enables us to cater to individual needs and offer customised solutions. The merger strengthens our market presence and position and provides a reliable and stable basis for long-term partnerships and investments. Together, we are creating an even more stable and future-proof basis for the success of our customers.'



Successful changeover to the Kern world

Kern 1600 inserts reliably / also impressed by kern-Service



From left: Ivo Dos Santos (Victor Buck Services), Wulf Böttcher (Kern), Alain Backes (Victor Buck Services)

'Anyone can sell machines, but the service behind them is also very important,' summarises Ivo Dos Santos, Printing & Mailing Services Manager at Victor Buck Services. The Luxembourg-based company switched to the Kern world for the first time in summer 2023 and is very happy with the

change. 'We were looking for a new partner for our inserting jobs so that inserting could run smoothly again,' explains Alain Backes, Technical Support Manager.

Initial contact with Kern was quickly established, and after visiting the Kern Open House, those respon-

sible at Victor Buck Services were convinced by both the Kern 1600 and the 'soft skills': "The inserting system meets our requirements and the human relations and cooperation worked very well at all levels, from the management level to every other area. The Kern service staff in particular do a very good job," says Alain Backes,

describing the collaboration as both informal and professional.

Familiar and professional contact

'When questions arise, we immediately have the right contact person or we are proactively asked if there are any issues that need to be clarified. Our experience with service and advice has been very positive,' adds the Technical Support Manager.

Before the Kern 1600 was allowed to go into service in Luxembourg, those responsible at Victor Buck Services had also contacted other Kern customers in advance: 'The feedback was all positive,' report Dos Santos and Backes. The installation finally took place a few months later.

The Kern 1600's speed, flexibility, versatility and ease of operation were particularly in its favour. 'All work processes are comprehensible and the machine is easy to operate. We are very satisfied with this,' say the two managers.

The training of the employees on the system itself also went smoothly. With matrix control and dynamic insertion, the system performs reliably. The Kern 1600 fully fulfils the requirements for handling the sensitive data processed at Victor Buck Services. On average, around 350,000 envelopes per month run through the multi-format system.

Victor Buck Services employs around 150 people. The company was founded in Luxembourg in 2000 and has established itself as

an international service provider in document management. Victor Buck Services prints and dispatches mainly on behalf of banks, insurance companies, health-care organisations and the public sector. The portfolio has been continuously expanded and extended in recent years. Both on paper and in digital communication, the company optimises business processes with automated printing and mailing solutions and has thus built up a large customer base.

About Victor Buck Services

With more than 20 years of experience in customer communication in Luxembourg, Victor Buck Services is the sustainable partner for the secure and effective delivery of any customer communication, regardless of the channel. In addition to mail management,

Victor Buck Services can also distribute documents via secure emails, faxes and other channels, depending on customer requirements. The company specialises in customer-oriented multichannel communication - on paper or digitally.



victorbuckservices.com



Picture credits: Münster Marketing / Dagmar Schwelle

Münster – enchantingly old, excitingly young

1648 - that is a date: venerable, charged with historical significance for Münster, indeed for the whole of Europe. And 1648 is a place: young, very bright and light, high above the towers and rooftops of the old town. '1648' is the name of the top floor of the town hall, made accessible to guests by decision of the council, right in the heart of the city, with a breathtaking panoramic view far into the surrounding countryside. Here, in the heart of the 1200-year-old Hanseatic city, you can experience at every turn why Münster is one of the 'Historic Highlights of Germany'. European history was

written in Münster - with the Peace of Westphalia, which ended the Thirty Years' War in 1648.

Around the Picasso Museum you will find gems of baroque architecture and icons of contemporary architecture. Or trendy clubs in old industrial buildings. Exquisite shopping under archways, discoveries in fashionable concept stores - and just around the corner: Down-to-earth Münsterland products, organic specialities or Mediterranean delicacies at one of the most beautiful weekly markets in Europe. And then this impossible pairing of self-absorbed elite professor plus rough-

and-tumble St Pauli fan - completely incompatible? Not in Münster. The Tatort investigators Professor Boerne and Inspector Thiel - together with the oddball ZDF investigator Wilsberg - are among the city's most popular ambassadors. Despite the wealth of impressions - the Münster feeling always includes the air to breathe. You can find green hideaways everywhere or a little further out in the Münsterland parkland with its dreamy moated castles.

tourismus.muenster.de



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