



# DIGITAL AND OFFSET PRINTING SIMPLY COMBINED IN A SINGLE WORKFLOW

Druckhaus Müller was in search of a highly automated digital printing line with inline finishing that could be simply integrated into their workflow. The solution: Canon varioPRINT ix2100 with FKS/C.P. Bourg.



Images: Druckhaus Müller

## Druckhaus Müller

LANGENARGEN

**Customer:** Druckhaus Müller OHG

**Founded:** 1978

**Located:** Langenargen on Lake Constance

**Website:** [www.druckhaus-mueller.de](http://www.druckhaus-mueller.de)

**Partnership with Canon:**  
Customer since 2022

### Goals

- Migrating offset volumes to digital printing
- Faster production of short print runs
- Inline finishing for streamlined production
- Generate new customers and more applications

### Challenges

- Crucial: Integrating the Canon system into the offset workflow
- Increasing automation
- Impressive printing quality
- Short delivery times

### Solution

- Efficient digital inkjet printing system
- High productivity on a wide range of media
- Future-proof investment in digital B3 sheet-fed printing

### Benefits

- Operators already familiar with the workflow
- Maximized automation through inline finishing
- New applications due to expanded customer base
- Upgrades possible at any time

Druckhaus Müller was founded by Josef Müller in 1978. His sons Marius and Pius took over the printing business in 2018, and today 25 employees work in production.

At the site in Langenargen, on the picturesque Lake Constance, it all began with classic job printing. Naturally, digital printing is included in their offering today, since the family business focuses on maximum flexibility for print applications — always at an excellent level of quality.

“ Due to the deadline pressure we are often faced with, job changeover in offset printing was very important for us. We wanted to transfer orders with small volumes and implement a more efficient workflow.

**Marius Müller,**  
Managing Director at Druckhaus Müller



Langenargen on Lake Constance

## Challenges

The existing offset printing used by Druckhaus Müller for brochures, books, packaging, printed business material, etc. should no longer be disrupted with time-consuming setup for short print runs. Marius and Pius Müller wanted to rely less on offset production and design more efficient workflows.

Their plan: Transfer smaller volume jobs to a more efficient digital inkjet printing system that is almost fully automated with integrated brochure finishing.

The challenge: The digital printing system should be seamlessly integrated and controlled in the existing Prinect workflow from Heidelberg. "This has the added benefit that employees do not need to be given special training," adds Pius Müller.

Marius und Pius Müller knew that Canon Consulting and Service was a competent and reliable partner due to their experience of Canon toner printing systems already used at the company. In the Canon showroom, the pair were introduced to the varioPRINT iX2100 inkjet sheet-fed printing system

and were immediately blown away by the efficiency, productivity, outstanding printing quality and wide range of media. At the drupa exhibition, they came across a suitable inline post-processing solution: the BM-e from FKS/C.P. Bourg, which is also robust and efficient.



We were impressed with the live presentation of the varioPRINT iX2100 in the Canon showroom in Poing, mainly due to the robust design and outstanding printing quality, particularly on uncoated papers.

**Pius Müller,**  
Managing Director at Druckhaus Müller



## Solution

The new production line comprising a Canon varioPRINT iX2100 and the integrated post-processing solution from FKS forms the perfect pairing for brothers Marius and Pius Müller.

"At the start, it was simply a positive, instinctive feeling, which then quickly proved itself in practice," explains Pius Müller. The stable printing, the speed of the two systems, the wide choice of media, the post-processing variants and the simple operation of the printing system with inline finishing are just some of the key benefits of the new installation for Druckhaus Müller.

"Integrating the PRISMAsync Controller into the existing workflow was simple," explains Pius Müller. This ensures the transfer, monitoring and management of printing orders.

During finishing on the BM-e Booklet Maker from FKS, top and bottom trimming, spine scoring and switching from portrait to landscape format for optimal use of the printing surface were of particular interest for Marius and Pius Müller.

"Canon worked closely with us at the start, which quickly educated us in how the production line works, and they also helped us to set up the system based on the individual requirements of our company," adds Pius Müller.

The combination of the two systems enables the printing shop to make use of the benefits of digital inkjet printing in short runs or in a personalized way for an even wider range of applications.

The installation comprising the Canon varioPRINT iX2100 with the integrated BM-e Booklet Maker from FKS is the first of its kind in Germany.



Marius (left) and Pius Müller are very pleased with the printing quality



The combination of the varioPRINT iX2100 with the integrated BM-e Booklet Maker from FKS allows us to utilize the advantages of digital printing from a print run of one or in a personalized way for a wide range of brochures and other print-on-demand applications.

**Pius Müller,**  
Managing Director at Druckhaus Müller



Canon varioPRINT iX2100  
with the BM-e from  
FKS/C.P. Bourg





Canon digital printing is in line with our sustainability concept and easily fits in with our control processes in the preliminary stage of the Prinect workflow. We are now able to produce quickly and reliably from a print run of one — in a way that is highly automated and wonderfully economical.

Marius Müller (right), Managing Director at Druckhaus Müller



## Benefits

Coming from classic offset printing, Druckhaus Müller has evolved with inkjet-based digital printing as an additional production method, enabling the company to now offer extremely short print runs faster and in outstanding quality.

As a result of steadily growing demand for high-quality short runs with optional individualization or personalization, Druckhaus Müller invested in the varioPRINT iX2100 inkjet sheet-fed printing system from Canon. The printing system is ideal for printing businesses that are looking to branch out into digital inkjet printing for the first time.

Together with the BM-e from FKS, the varioPRINT iX2100 stands for future-oriented production that works efficiently and delivers top printing quality.

Moreover, the varioPRINT iX2100 can be upgraded to the even faster varioPRINT iX3200: from up to 210 to 320 DIN A4 images per minute. The BM-e from FKS is also able to operate with the faster Canon variants without compromising on speed.

The two managing directors are very pleased with the new installation — not only because of the currently available performance, but also due to the wide range of applications which can be printed. The brothers, who are trained print media specialists/compositor-pressmen\*, both praise in particular the

option for the Prinect workflow to communicate with the PRISMAsync Controller. Direct paper selection, print run specification and printing mode control save a great deal of time in the preliminary stage of the Prinect workflow, and make the entire printing process more efficient than before.

"This is a real benefit for our workflow," adds Marius Müller. The operators are also very pleased, praising the convenience provided by presets.

Setup times have been significantly reduced, and there are significant energy savings. The water-based inks used in the varioPRINT iX2100 contribute to the firmly established sustainability strategy of the printing shop.

Following the commissioning of the production line, the two managing directors are certain that this expanded offering will lead to additional areas of business as well as new customers and business opportunities.

They now possess the potential and creativity that can be utilized with an eye on the future: They know that offset printing is too expensive for short print runs for brochure and book printing. In comparison, digital printing is faster, easier to operate and more efficient.

\* A compositor-pressman is someone who both typesets and prints.