

LUTZ PACKAGING SYSTEMS

PACKAGING IS AN INTEGRAL PART OF THE PRODUCT

For more than 100 years, we have been engaged in the manufacture of blades and now supply numerous industries with countless types and variants of blades. Each individual blade – although categorized as a C-item in the industrial value chain – has a significant impact on production capacities and, in the worst case, can even lead to downtime of production facilities. This costs trust and money. That's why LUTZ decided many years ago to take its

Sustainability is firmly integrated into our production processes – especially through our recycling approach.



own path in the design and manufacture of blade dispensers and transport packaging – always with the principles of “safe handling,” “maximum transport protection for the blades,” and “resource efficiency.”

Over the years, this has led to the development of functional dispenser and transport solutions such as Partner-Pack (PP), Lutz-Pack (LP), Pull-Box (PB), Flip-Box (FB), and many more.

Thanks to our own injection molding systems, we are able to respond flexibly and quickly to market requirements and tool adjustments.

Our packaging is 100% recyclable, and we currently use up to 38% recycled material in the production of our plastic packaging, with this share constantly being increased.

We would particularly like to highlight our latest innovation in the field of packaging: on page 4, we present our Single-Paper-Pack – individually packaged blades in 100% recyclable paper.

In this context, we also present our new DERICUT® skinning blade for the food industry.



INSIDE EDITORIAL

Dear readers,

Welcome to the latest edition of our company newspaper inside LUTZ!

In this issue as well, you'll get to know some of our many great employees better, and we'll introduce you to promising new product innovations.

Thanks to strong customers and dedicated employees, we were able to record a growth of 10.2 % in the past year 2024 compared to the previous year. In the first quarter of 2025, we remain on a growth trajectory and increased sales by 8.1 %.

We are particularly proud of our young talents, our LUTZ Talents, who carried out a great tree-planting campaign in the fall.

I hope you enjoy reading!

Yours,
Christian Knöppel
Managing Director

LUTZ TALENTS PLANT TREES AT PIEPERSBERG

PUTTING DOWN ROOTS TOGETHER



© Christian Beier



With our first tree-planting campaign, we sent a strong message for growth and collaboration!

Our LUTZ Talents – apprentices, trainers, and working students – came together to plant fruit trees in our orchard. A symbol of what our Talents Program stands for: growing together, celebrating success together.

With great dedication, soil was moved, stones were cleared, and a stable foundation was created for the young trees. But this campaign was more than just a joint project – it strengthened team spirit and showed how important it is to take responsibility and act sustainably.

Just like the trees thrive with proper care, we want to offer our talents the best environment to develop both professionally and personally.

And this was just the beginning! The planting campaign is intended to become a tradition: in the coming years, we want to continue planting trees together with our talents and expand our orchard piece by piece.

A living symbol of our commitment and the future we are shaping together.

We're already looking forward to the next campaign – and to continuing to put down roots!



FROM BRAZIL TO SOLINGEN TO THE USA

"I'M LIVING OUT OF A SUITCASE"

My name is Eduardo Guthmann, I'm 27 years old and originally from Brazil. Since 2018, I've been living in Germany and studied Business Administration at the Catholic University of Eichstätt-Ingolstadt. Now I'm looking forward to my next big challenge: expanding the U.S. market for LUTZ BLADES! As a Junior Sales Manager, I'll be moving to the United States to further develop our market presence there.

Our own site in Charleston, South Carolina, offers the perfect base for this. There, I will work closely with our existing team, especially with Lindsay Osbon, who is al-

ready on site. Together, we will further establish the proven LUTZ experience from Solingen in the U.S.

I will take responsibility for half of our North American customers and will implement processes from Germany in the U.S., transfer our product and production knowledge on-site, and ensure close communication between the teams in Solingen and the departments in America – whether in marketing, accounting, project planning, or purchasing.

I'm excited about this exciting task and about continuing the success story of LUTZ BLADES in the USA!



GOOD TO KNOW: SLIDE AND HARD COATINGS

WE DON'T JUST FOCUS ON INNER VALUES

Sliding and hard coatings play a crucial role in manufacturing industries, especially in the production of films, plastic granules, carpets, or textiles.

Coatings such as TiN (titanium nitride), PTFE (polytetrafluoroethylene), and DLC (diamond-like carbon) offer a variety of beneficial effects and properties that significantly improve the efficiency and durability of industrial blades.

■ DURABILITY

One of the most outstanding features of slide and hard coatings is their ability to extend the service life of blades.

Coated blades have a significantly longer lifespan. In particular, TiN and TiCN coatings can extend a blade's service life by four to five times compared to uncoated

■ INCREASED PRODUCTIVITY

Thanks to the improved properties of coated blades, higher cutting speeds and greater output volumes can be achieved. This allows for more efficient production and increases overall productivity.

Improved cutting quality: The coatings contribute to higher cutting precision. This is especially important in the production of films and textiles, where precise

and clean cuts are required.

■ RESISTANCE TO CORROSION

PTFE provides excellent protection against chemical attacks and corrosion.

This is particularly important in environments where blades are exposed to aggressive chemicals or moisture.

Unwanted contamination of products can thus be avoided.

■ TEMPERATURE RESISTANCE

Hard coatings such as DLC, along with the right choice of steel, are capable of withstanding high temperatures, making them ideal for applications where heat generation can be an issue.

■ FRICTION RESISTANCE

Slide coatings like PTFE are known for their extremely low coefficient of friction.

This leads to reduced energy consumption and improved cutting quality, as the blades can glide more easily through materials.

This is especially useful when cutting sticky or melting materials such as certain plastics or granules.

■ SURFACE HARDNESS

Hard coatings like TiN and DLC significantly increase the surface hardness of blades.

This results in better edge retention and reduced wear, which is particularly advantageous in mass production.

■ CONCLUSION

As a manufacturer of countless blade variants, LUTZ has been using a variety of coating technologies for decades and operates its own coating systems.

Continuous optimization and research into hard coatings help meet ever-increasing customer demands. Whether it's the MARATHON coating for the film industry or the CARAPAXX coating for granule production – LUTZ BLADES offers innovative, industry-specific solutions for industrial blades.



DERICUT® + SINGLE-PAPERPACK

THE NEW DERINDING BLADE – SUSTAINABLY PACKAGED

Sharp blades, individually packed in paper – is that even possible? We say YES!

With SINGLE-PAPERPACK, LUTZ BLADES sets new standards in terms of sustainability, safety, and cost-efficiency.

Our individual blade packaging is made of 100% recyclable paper. Both the blade wrapping, the cardboard outer boxes (50 and 100 counts), and the paper band can be fully returned to the paper recycling stream.

Thus, the entire product consists only of steel, paper, and cardboard.

In addition, our customers benefit from cost savings due to the elimination of PVC packaging and potential penalty fees for plastic packaging.

Convenient and safe blade removal is

made easier thanks to a tear notch and tear string.

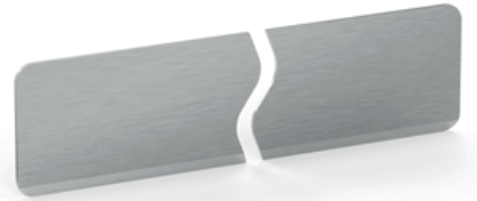
Customized packaging designs are available for certain order quantities.

Clear labeling of the individual packaging ensures reliable identification of the packed blade.

Our new brand DERICUT®, derived from “derinding + cutting,” stands for innovative derinding blades in meat and fish processing.

Developed to meet the highest standards of quality, reliability, and safety, these blades impress with their rounded corners and precise workmanship.

They are safe to handle, manufactured in accordance with the LUTZ quality standard DIN EN ISO 9001:2015, and made



The blades are available in material thicknesses of 0.70 and 1.00 mm, widths of 20, 22, and 25 mm, and variable lengths from 95 to 900 mm.

We also offer special shapes, custom markings, and tailored solutions for machine manufacturers such as Grasseli®, Maja®, Marel®, Weber®, Cretel®, Steen®, Nock®, Townsend®, and many more.

DERICUT®

+

SINGLE- PAPERPACK

=

100 % RECYCLEABLE





LUTZ BLADES IN AFRICA

We are pleased to announce that LUTZ BLADES will be represented at the Propak East Africa trade fair in Nairobi, Kenya, this year!

Propak is one of the most significant trade fairs in Africa for packaging, plastics, printing, and food processing, and provides an ideal platform to present our extensive industrial blade range to an international professional audience.

The fair will take place from May 20 to 22, 2025, at the THE SARIT EXPO CENTRE. It is considered one of the most important trade fairs for packaging, plastics, printing, and food processing in Africa.

Our team will be at booth C13 and looks forward to personally welcoming customers and interested parties. Take the

opportunity to learn about our latest innovations and discuss custom solutions for your needs.

We look forward to your visit!

Whether in the packaging industry, cutting films, or other specialized applications – LUTZ BLADES stands for quality and efficiency. Our expert team on-site is excited to introduce you to our latest innovations and discuss tailored solutions for your specific requirements.

Take the opportunity for personal exchange and let yourself be impressed by the precision and perfor-

mance of our products.

A special highlight we will present at Propak East Africa is our state-of-the-art MARATHON coating. This innovative coating technology makes our blades true long-distance runners – perfect for demanding industrial applications. The MARATHON coating ensures that the blades are as resistant as possible to wear and tear.

This guarantees consistently high cutting performance even with intensive use.



AGENTS WANTED

We are continuously growing and therefore always on the lookout for new international partnerships – whether with a regional focus or a specific area of application. Feel free to get in touch with us!

YOUR CONTACT PERSON

Jan Uellenberg

Head of Sales

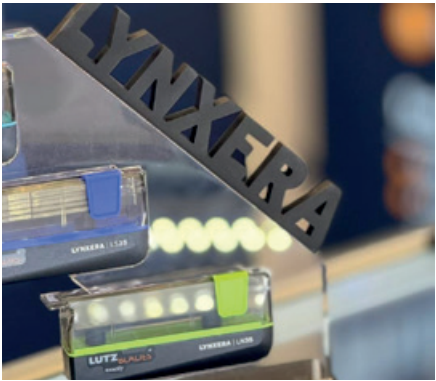
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TRADE FAIRREVIEWS



MEDLAB Dubai

PRSE Amsterdam



ICE MUNICH



M.H. BLADES

A STRONG PARTNER IN THE MIDDLE EAST

Collaboration with our international business partners is a key component of LUTZ BLADES' success.

One of these valued partners is M.H. Blades, based in Dubai. The company was founded in 2005 in Egypt with the original goal of manufacturing spare parts for the textile industry. Since 2019, they have been successfully working with LUTZ BLADES and distributing high-quality industrial blades in the region.

Behind M.H. Blades are the two founders: Hasan B. Saqquer and Mohamed Age.

Hasan B. Saqquer, 39 years old, originally from Aleppo, Syria, is a proud father of three sons aged 11, 8, and 6 years. His business partner, Mohamed Age, 41 years old, also from Aleppo, has a 13-year-old daughter and a 15-year-old son. The two share a long-standing friendship that dates back to their childhood – a trusting foundation for their joint business.

In addition to the two managing directors, M.H. Blades employs two more staff members. With dedication and foresight, they plan to continue expanding their business in the future.



One particular goal is to expand into their homeland, Syria, to offer industrial blades there as well and explore new markets. The first step in this direction will be attending a trade fair in Syria in May of this year.

"The close collaboration between LUTZ BLADES and M.H. Blades is a prime exam-

ple of successful international partnerships. Through continuous exchange, trust, and innovation, we are setting new standards in the Middle East region and offering our customers worldwide high-quality cutting solutions," says Sales Manager Jan Uellenberg.

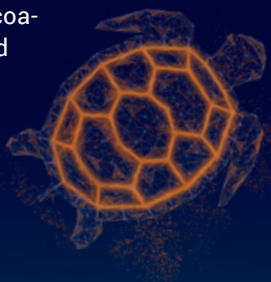
CARAPAXX

coated by LUTZ BLADES

With CARAPAXX, LUTZ BLADES presents an innovative coating technology inspired by nature. Just like the shell of a turtle protects it, the CARAPAXX coating provides exceptional hardness, durability, and longevity for our blades.

The excellent non-stick properties of the CARAPAXX coating also ensure a smooth and precise cutting process.

For years, Teflon® coating has been the standard in the refinement of granulator



blades. However, during the production of the plastic PTFE (Poly-Tetra-Fluoro-Ethylene) used for this, additives like PFAS are employed, which are known as "forever chemicals." These substances accumulate in soils and water and can have negative health effects. For this reason, LUTZ BLADES has completely eliminated PFAS in the

PFAS-free

new CARAPAXX coating. This innovation offers an environmentally friendly alternative that guarantees the same performance, without causing problematic environmental and health consequences.



LUTZ HISTORY – PART 3

1949 – THE FIRST STEPS WERE TAKEN

My parents, Renate and Friedrich Lutz, were able to manufacture razor blades with their company. Now, it was time to market these products. Contacts needed to be made. Even back then, it was important to present the product range at trade fairs.

In the past, these were even real sales fairs, where orders were placed directly on-site. Participating as exhibitors at the consumer goods fairs in Leipzig and Frankfurt was a fixed appointment for our family starting in the 1950s.

SINCE
1922



Sales structures in Germany developed, and a network of independent sales representatives emerged, who included LUTZ Cavalier in their product range. And what about LUTZ in the neighboring European countries? I will tell you about that next time.

To be continued...
Your,
Alexander Lutz

IMPRESSUM

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HUMAN RESOURCES

ANNOUNCEMENT BERGISCHE EXPO

Future and innovation – these are qualities that not only define LUTZ but also the Bergische Expo trade fair in Wuppertal. This year, we will again be present with our HR team. There, we will inform and advise interested individuals about LUTZ as an employer, as well as our products. From May 16th to 17th, 2025, you can find our booth directly at Döppersberg. In 2023, we participated in the first Bergische Expo. There, we were able to hold interesting conversations, make new contacts, and strengthen our connection with other companies from the Bergisches

Land region in an unusual open-air setting. We are already looking forward to the weekend in May and would like to warmly invite you to visit us at our booth.

