

## A LOOK BACK

# FROM HAND AXES TO THE SHARPEST BLADES IN THE WORLD



Even people in the Stone Age knew how to make cutting tools. They realized that when split, the very hard flint could be used to make a sharp and robust cutting edge—the so-called hand axe. The first multifunctional tool was born. It was often used as a knife, spearhead, or hatchet. In today's industrial society, the requirements for cutting tools and their areas of application have expanded significantly. Stone Age people had only limited resources for manufacturing their tools. Today, the manufacture of a blade for every industry and every application is individual and

complex. Ultimately, the interaction of various technological parameters (e.g., material selection, coating, grinding geometry) determines whether a blade achieves the desired result in use. As a successful manufacturer of industrial blades, LUTZ has been dealing with this topic for more than 100 years and has thus built up invaluable expertise. However, the knowledge and technical requirements needed to manufacture, for example, the "sharpest blade in the world," such as the microtome blade, are only half the story. It also takes people to bring this knowledge to customers. The LUTZ GROUP currently has four of its own sales offices worldwide with local teams of consultants and a network of partners in numerous countries across the globe. We will continue to expand our market segments and are therefore constantly on the lookout for new international sales partners to promote our LUTZ BLADES brand and our blades around the world.



## INSIDE EDITORIAL

Dear readers,

I joined the LUTZ team in fall 2023 and am responsible for marketing and communications. As a former agency employee, I often had the opportunity in my professional life to get to know medium-sized industrial companies in depth – but LUTZ is special!

Particularly dynamic, particularly detail-oriented, particularly customer-friendly, particularly level-headed, and so on—whether in terms of innovation, training, or internationalization—LUTZ has positioned itself for the future.

I am very proud to be able to play a part in shaping this development.

Enjoy reading.  
Frank Henkel  
Head of Marketing

## OUR UPCOMING TRADE FAIRS:



05.-10.02.2026  
New Delhi, Indien



Where the world of healthcare meets  
09.-12.02.2026  
Dubai, VAE



10.-12.02.2026  
Warsaw, Poland



05.-06.05.2026  
Amsterdam, Netherlands



17.-19.06.2026  
Miami, USA

## LUTZ GROUP

# FROM CONTRACT GRINDING TO GLOBAL PLAYER



If you take a closer look at blade manufacturer LUTZ, you quickly discover the elements that underpin its success and growth strategy today. As early as the 1950s, the family business started expanding into markets far beyond Germany. Decades of cross-generational business relationships with customers and partners around the world still bear witness to this far-sighted business policy today. In addition, the company began establishing another production site outside Germany over 30 years ago. The expansion of these production and sales opportunities through the founding of LUTZ Polska in Nysa marked the starting point for the consistent internationalization of LUTZ. In 2023, LUTZ North America began operating as a "sales service and warehouse" in Charleston (South Carolina) for the USA and Canada (a market of around 380 million inhabitants). Even if the number of inhabitants in a target region has no direct impact on the demand for industrial blades, it does at least give an indication of the scale of the market. For LUTZ, it is strategically important as a medium-sized family business to develop in regions where new market potential is emerging, such

as India with its approximately 1.4 billion inhabitants. In 2026, LUTZ India will launch with a new base in Pune. Jan Uellenberg, Sales Director at LUTZ, explains: "With our own LUTZ subsidiaries in Europe, the USA and Asia, we are consistently moving closer to our customers and business partners around the world. Our goal is to further strengthen delivery perfor-

mance (availability and speed) as well as consulting expertise in our sales markets, in order to continue pursuing the growth mindset of our founding generation." Over the course of just 100 years, a small contract grinding workshop for razor blades in Solingen has grown into a globally positioned flagship company in industrial blade manufacturing.



The Indian delegation visits Solingen.

Martin Wurth (Managing Director, LUTZ GmbH & Co.KG) Jan Uellenberg (Sales Manager, LUTZ GmbH & Co.KG) Anne Kriechhaus (Advisor, German-Indian Chamber of Commerce) Resy Ann Mathew (Marketing Executive, Consulate General of India) Shuchita Kishore (Consul General, Consulate General of India) Alexander Lutz (Managing Director, LUTZ GmbH & Co.KG) Christian Knöppel (Managing Director, LUTZ GmbH & Co.KG)

## VSME REPORT

# OUR ECOLOGICAL FOOTPRINT

LUTZ continues its journey towards sustainability. Last year, we introduced the ISO 14001 environmental management system and our ECO-PLUS sustainability strategy. These systems enable us to collect relevant key figures, identify potential, and strategically plan our environmental goals.

We have now prepared our first sustainability report for 2024 and published it internally. We have deliberately chosen to prepare the report in accordance with the requirements of the VSME standard (Voluntary Sustainability Reporting Standard for non-listed SMEs). It covers environmental, corporate, and social indicators and shows where we stand, what we have achieved and what steps we will take next. The



report clearly shows the adjustments we have already made. We have recorded our Scope 1, 2, and 3 emissions as far as possible, increased our recycling rate, improved company-wide energy efficiency compared to the previous year, and introduced recycled paper. We have also implemented an internal code of conduct and a code of conduct for suppliers in order to fulfill our responsibility in the supply chain. The next steps are also clearly defined: The focus is on continuously increasing the proportion of recycled materials in our packaging and on creating a more sustainable resource flow – from procurement to disposal. Commenting on this, Henrik Heyer from Quality Management explains: "Step by step, we are moving in the right direction and consistently advancing our Eco-PLUS strategy."

The LYNXERA® product family

## The right microtome blade for every application

Precision, high-quality workmanship, superior service life – LUTZ BLADES offer the ideal conditions for delivering reliable results in histology and pathology, whether for soft or hard tissue. In addition to the special cutting properties of the individual blade models, the LYNXERA product family offers two series (X series, L series) that differ in terms of their grinding geometries. Depending on the microtome used, laboratory users can find the right LYNXERA series for meaningful results.



### LYNXERA® | LN35

The durable blade for persistent cuts in tough fabric.



### LYNXERA® | LA35

The precise blade for accurate cuts in hard and soft tissue.



### LYNXERA® | LS35

The universal blade for consistent cutting quality in both hard and soft tissue.



### LYNXERA® | XS35

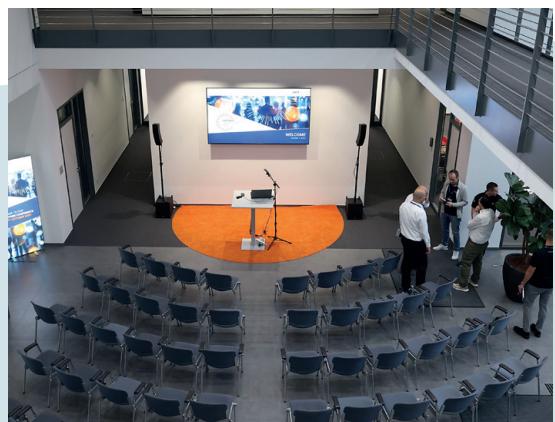
## PARTNER CONFERENCE

# THE WORLD VISITS SOLINGEN!

In autumn 2025, our second LUTZ Partner Conference took place in Solingen. Numerous partners from around the world accepted the invitation and used the two-day event to exchange ideas with fellow distributors and the LUTZ team. The official opening was marked by a welcome from the LUTZ management at the German Blade Museum, followed by a guided tour led by the museum's director. Afterwards, participants rounded off the evening in a relaxed atmosphere at the English pub "Cornish Arms."

The main conference day was dedicated to a series of specialist presentations and concluded with the presentation of the annual sales awards and a joint closing dinner at the Spanish restaurant "Casa Pedro."





## TRADE FAIR REVIEW 2025



**POLAGRA Poznań**  
[September 25]

## K Düsseldorf [October 25]



**MEDICA Düsseldorf**  
[November 25]





## TECHNI TRADE

# A LONG-STANDING PARTNERSHIP IN TRANSITION

Techni Trade has been a reliable partner for LUTZ in Czechia for over 20 years. The company has established itself as

the point of contact for LUTZ blades for the film and automotive industries. Techni Trade attaches great importance to

product quality and offers blades and knives in various quality and price levels to meet the different needs of its customers. Particularly noteworthy is the close technical advice and development that Techni Trade offers its customers. The company strives to be part of the manufacturing chain. It supports businesses with large inventories and fast delivery speeds to ensure the smooth operation of production facilities. Flexibility and fast response times to customer requirements are just as much a matter of course as the delivery of custom-made products. With more than 3,000 customers in Czechia and neighboring countries, Techni Trade has built up a strong market position over the past decades. Occupational safety is a particular priority – blades and knives with various safety features are part of the extensive product range. An exciting generational change is now underway at Techni Trade: Michal Pokorny Senior, who built and managed the company with commitment and vision, is gradually handing over responsibility to his son, Michal Pokorny Junior. This transition promises fresh momentum and innovative approaches while preserving the company's proven values. Commenting on this, Jan Uellenberg, Sales Director at LUTZ, says: "We are very pleased that the partnership with Techni Trade will continue just as successfully under the new leadership of Michal Pokorny Junior. We look forward to remaining part of Techni Trade's success story and to further expanding our cooperation in the years ahead."

# PARTNER WANTED

We are looking for new trade and distribution partners to complement our international network – please feel free to contact us.

**YOUR CONTACT PERSON:**

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## LEGAL NOTICE

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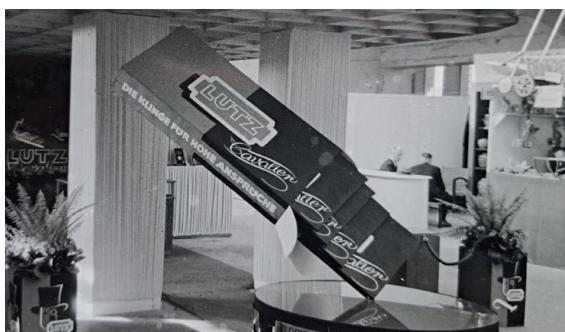
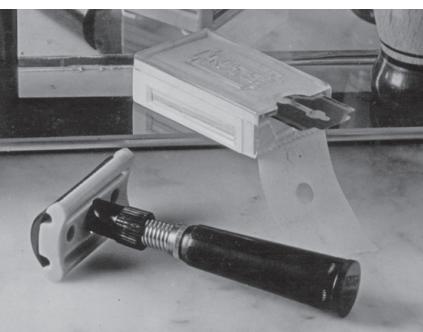
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## LUTZ HISTORY – PART 5

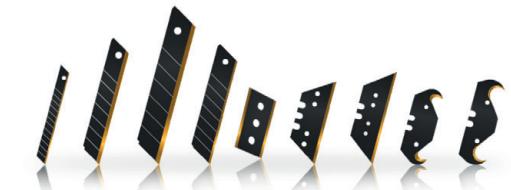
# 1953 – SHAVING BACK THEN

In the past, it was completely normal to have your beard shaved at the barber's – usually with a straight razor. Hopefully the barber knew his craft, and most of the time things probably went well. The really brave ones even liked to handle a straight razor at home. What a relief it must have been when safety razors and the then-new razor blades arrived to trim facial hair! However, we shouldn't assume the shaving comfort we know today. Back then,

there were no glide coatings like we have now, and the blade geometry has also been perfected only over time. Just for fun, I did a test shave using blades and the safety razor from our historical collection. My conclusion: honestly, only once – and only for fun. What the blade dispenser in the picture is all about – I'll explain next time.

To be continued...  
Alexander Lutz

## TREE PLANTING CAMPAIGN 2025 STARTING SIGNAL FOR OUR NEW LUTZ TALENTS

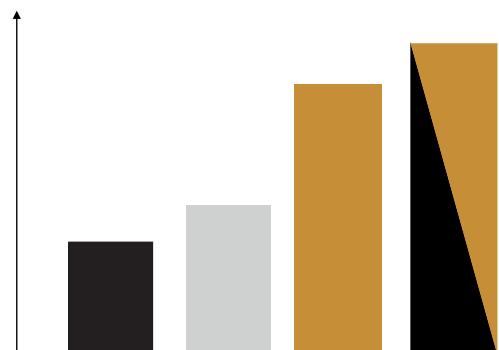


**HIGH PERFORMANCE**  
**MAXIMUM**  
**SHARPNESS MEETS**  
**UNCOMPROMISING**  
**DURABILITY**



Thanks to a unique combination of selected materials, proven titanium coating (TiN) of the cutting edge, and a specially developed grinding angle, an exceptional cutting tool has been created – specifically designed for maximum sharpness and a long service life. HIGH PERFORMANCE now joins the well-known blade variants LUTZ MULTISHARP®, LUTZ EXPERIENCE®, and LUTZ LONGLIFE®. The striking black high-performance blades with gold-colored TiN coating on the cutting edge are manufactured as snap-off hook and trapezoidal blades and are available in various neon-colored dispensers (e.g., flip box, LUTZ-Pack, safety container).

High-performance coatings in comparison (service life):



**LUTZ MULTISHARP®**  
The black Blade  
by LUTZ BLADES

**LUTZ LONGLIFE®**  
The hard blade  
by LUTZ BLADES

**LUTZ EXPERIENCE®**  
The universal blade  
by LUTZ BLADES

**HIGH PERFORMANCE**  
The high-performance blade  
by LUTZ BLADES