

## LYNXERA<sup>®</sup> BY LUTZ

# TRADITION MEETS INNOVATION

For more than 100 years, the LUTZ family, founders of LUTZ BLADES, have focused on manufacturing of blades. Together with their employees, they have developed and produced countless blade types over the years - for hundreds of customers from a wide range of industries.

During this period of time, they have accumulated invaluable expertise in production processes, materials, coatings and grinding patterns, enabling LUTZ BLADES today to produce special blades for demanding applications. The development of a blade is never a spontaneous action. Each new product is planned over many years with unbridled meticulousness and the company's own standards of quality, design and economy until it is finally ready for the market.

It was precisely this approach by which the „microtome blade“ project for laboratory use was launched many years ago. Thousands of hours of development later, LUTZ BLADES was able to present the new „LYNXERA<sup>®</sup>“ microtome blade family to the global public at Medica/Compamed 2023 in Düsseldorf last November.

### A special product – a special appearance

The special product was not just about the outstanding quality level but also about the modern stand-alone communi-

cation concept for such new blade. From the naming to the packaging design, from the website to the representative trade fair stand: the microtome blade „LYNXERA<sup>®</sup> by Lutz“ impresses with its special cutting quality and its consistent appearance.

In addition, a special sample kit for tests was developed for this blade, which contains all three current microtome blade versions: LYNXERA<sup>®</sup> LN35 - the long-lasting choice, LYNXERA<sup>®</sup> LA35 - the sharp choice and LYNXERA<sup>®</sup> LS35 - the universal choice. Interested laboratories or trading partners can easily order the sample kit via the website [www.lynxera-by-lutz.com](http://www.lynxera-by-lutz.com).

Our expert team will be happy to support you with any kind of questions, suggestions and ideas about microtome blades. And the LYNXERA<sup>®</sup> journey is only just beginning. Further blade models are already in the pipeline and are waiting to make their way into markets all over the world.

„We are proud that, being a mid-size family-owned company with a long history, we have turned into one of the most modern and efficient manufacturing companies in the blade industry,“ says Alexander Lutz.



## INSIDE EDITORIAL

Dear readers,

For 102 years, our family has been manufacturing blades for cutting from „big to small“. The „cutting“ operation is a universal task for many technical processes. As a tool manufacturer for blades, we are therefore present in many markets. With the current LUTZinside, we would like to tell you about the dynamics of our company with products, people and their tasks.

And I would also like to tell you personally about the beginnings of our company, about my grandparents.

I hope you enjoy reading and wish you continued good cooperation.

Yours  
Alexander Lutz  
Managing Partner

## TOPIC PREVIEW

■ **News from the LUTZ locations**  
5S implemented in Solingen  
Recycling in Nysa  
Our man in the USA

■ **Trade fairs & events**  
Review Compamed 2023  
■ **LUTZ worldwide**  
Our partner in Turkey

■ **LUTZ History - Part 1**  
1922 - The beginnings  
■ **LUTZ TALENTS**  
Investing in the future



## LOCATION SOLINGEN

# THE 5S METHOD FOR AN ORGANIZED WORKPLACE

At your workplace, you should concentrate on one thing above anything else: Your work. What sounds so normal is often not for granted, as the workplace is often not set up optimally. As a result, in many cases this leads to non-value-adding activities, i.e. waste. To prevent this, we at LUTZ BLADES work



Chaos drawers - that was once upon a time

with the 5S method. The 5S method was developed in Japan and aims to make workplaces more efficient, organized and safe. The five S's stand for Japanese terms, which we at LUTZ BLADES have translated as Sort, Clean, Systematize, Standardize and Continuous Improvement.

### First S: Sorting (Seiri)

Sorting out what is not needed - this is where the necessary is separated from the waste. Everything that is not immediately needed is removed. Extra places are designated for things that are rarely needed. The aim is to have the items you need more easily available and to make the workspace clearer. You can find what you need more quickly.

### Second S: Cleaning (Seiton)

Carry out inspections, repair, replace, clean: Maintain the machine. Because dirt covers up the real condition of a system. Defective machine parts will lead to malfunctions and can harm employees. Defective tools damage the machines or can injure employees. What you need is in order.

### Third S: Systematize (Seiso)

Everything in the right place: objects and tools must be systematically arranged and located where they are actually needed. It is not enough just to have transparency about where the items are. They need to be close at hand - in the truest sense of the word. What you need is within easy reach.

### Fourth S: Standardize (Seiketsu)

The standard is visible, agreed and qualified. There are clear guidelines and

working methods that all employees are expected to follow. But: We prefer lean standards that define the best current process. This means that everyone is allowed to deviate from the current standard if they can prove how it works better. What you need is regulated.

### Fifth S: Continuous improvement (Shitsuke)

Continuous improvement is about never being satisfied with what we have achieved. Here, it is the suggestions and ideas of LUTZ BLADES employees who notice things in their daily work that we can further optimize. You can have a say in what you need.

If you implement the 5S method consistently, you not only promote organizational efficiency, but also safety in the workplace, quality improvements and employee participation. All things that are particularly important to LUTZ BLADES.



Everything in its place - a systematic approach to everyday work



## LOCATION NYSA

# THE ENVIRONMENT CONCERNS US ALL!

On the road with working student Henrik Heyer (22), student of mechanical engineering and product development at Düsseldorf University of Applied Sciences.

At the end of January, he visited the Lutz site in Nysa, Poland, as part of his task in quality management at Lutz to set up and integrate an environmental management system in accordance with EN ISO 14001. Here he was given a comprehensive overview of all production processes and the specific topics relating to environmental management. Using the example of „recycling grinding sludge“, plant manager Adam Miler explained how a gray, aqueous and metal-containing sludge mass is turned into

a saleable product for steel production.

„The plant has been in operation in Nysa since the beginning of 2023 and since then we have significantly reduced our process water consumption by filtering and returning it to the cycle. Thanks to the new briquetting line, the former grinding sludge residue is now being turned into dry briquettes, which are added by domestic steel manufacturers in steel production to regulate the temperature of the liquid steel,“ explains plant manager Miler.

This is just one of many examples of how Lutz deals with the challenge of sustainability in the process.



## LOCATION CHARLESTON OUR MAN IN THE USA

**Lindsay Osbon**, our new Sales Manager for the USA and Canada, brings

28 years of experience in manufacturing (textile, paper converting, safety equipment) and sales in the USA and Canada. He lives in Charleston, South Carolina, with his wife Tyler (and their dog Mr. Mellow). He is excited about the opportunity to ship blades directly from Solingen to the Port of Charleston for storage in the U.S. to quickly and

easily serve existing and new customers.

The trade fair highlights for 2024 include TechTextil (technical textiles) North America, Pack Expo International, Chicago (packaging), the NSH (histology) show for microtome blades and, of course, Medica in Düsseldorf!

In his spare time, Lindsay enjoys sailing the coastal waters of the southeastern United States and the Caribbean. He also enjoys reading and eating out at good restaurants!

## PELLETIZING BLADES BIG ON MAKING SMALL

Granules are used in a variety of applications, such as in the manufacture of plastic parts, in film production, as fillers in concrete and as carrier materials in the pharmaceutical and cosmetics industries. However, granules are not only produced in the plastics processing industry. The recycling industry is now also a producer of plastic pellets and thus provides a valuable service in the circular economy. Our pelletizing blades, also known as pelletizing blades, are used at the end of the manufacturing process to cut plastics into pellets.

### Quality down to the smallest detail

Only high-quality materials are used for the pelletizing blades from LUTZ BLADES: They are made of carbon steel or bimetal with a particularly hard and wear-resistant alloy on the cutting edge. The blade body itself is tough to prevent the blades from breaking. The blades are ground on one side to ensure efficient and trouble-free production and a consistent pellet size.

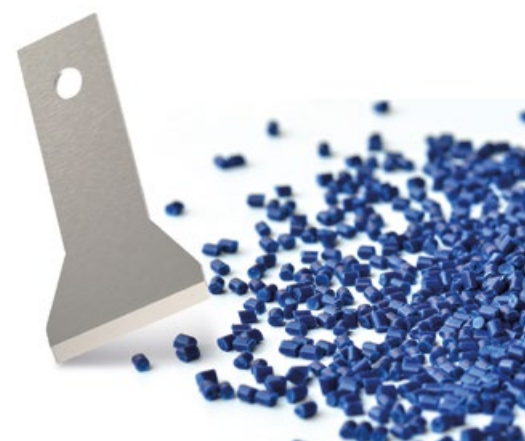
### Advantages of LUTZ BLADES pelletizing blades

LUTZ BLADES offers a wide range of different blade geometries for granule production. Of course, we also develop and produce customized special blades. Many years of experience in the manufacture of industrial blades for numerous industries, the competent exchange with our industrial customers and the target-oriented coordination of product parameters are the basis of our own quality standards.

### Visit us:

PRSE, Amsterdam

19. - 20.06.2024, Hall 10, Stand W6





## DÜSSELDORF

# LUTZ BLADES AT THE MEDICA / COMPAMED 2023

Düsseldorf is always worth a visit - especially when MEDICA / COMPAMED takes place there. This is because MEDICA / COMPAMED is the leading international trade fair for the medical technology supply industry, where the latest innovations are always presented.

### LYNXERA® in the spotlight

25 square meters in size, a modern booth design and equipped with a real eye-catcher: our stand at MEDICA/COMPAMED was a complete success. We were able to fulfill all of our own goals set for this trade fair:

Firstly, we wanted to present and position ourselves to the laboratory market as the „new kid on the block“. On the one hand, we wanted to present and position ourselves to the laboratory market as the „new kid on the block“ with our new LYNXERA® microtome blade family, which enables high cutting quality and extremely fine sample cuts of 2 µm thanks to its clean cutting edges.

Secondly, in this pleasant atmosphere, we succeeded in establishing a partnership with our potential customers. Over 150 interested parties visited our stand during the four days of the trade fair, where they were able to engage in intensive discussions with our blade experts. At the same time, we were able to gain valuable insights into specific customer requirements regarding blades, packaging and more.

### Positive customer reactions

Incidentally, the feedback from trade fair visitors and customers on our stand was consistently positive. „The stand and especially the oversized, rotating dispenser exhibit - a real eye-catcher!“ said one visitor



## TRADE FAIR PREVIEW 2024

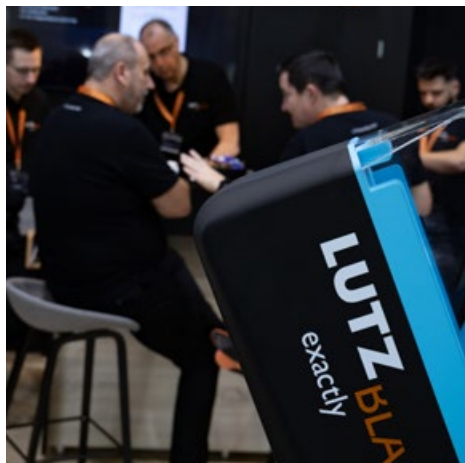
25.04.2024 <b>ExpoMed Eurasia</b> Istanbul	16.07.2024 <b>Complast Nigeria</b> Lagos	11.09.2024 <b>Medical Fair Asia</b> Singapur	03.11.2024 <b>PACK EXPO International</b> Chicago
06.05.2024 <b>Saudi Plastics</b> Riyadh	20.08.2024 <b>TechTextil NA</b> Raleigh	20.09.2024 <b>NSH Convention</b> New Orleans	11.11.2024 <b>MEDICA 2024</b> Düsseldorf
12.06.2024 <b>ProPak Asia</b> Bangkok	21.08.2024 <b>Expoplast</b> Peru	23.09.2024 <b>ColombiaPlast</b> Bogota	
19.06.2024 <b>PRSE</b> Amsterdam	04.09.2024 <b>ProPak Asia</b> Jakarta	26.10.2024 <b>Medical Expo</b> Mexico City	



making us very happy. After all, anyone who enters new ground is delighted with any positive feedback.

**Looking to the future: MEDICA 2024 and the LYNXERA® product portfolio**

This enthusiasm is set to continue this year. In addition to the expansion of the LYNXERA® product family, the next trade fair date has already been set. We will be presenting our expanded range of microtome blades at MEDICA 2024 - and perhaps we will be able to welcome you as our guest.





## OUR PARTNER IN TURKEY

# INTERVIEW WITH ALI KABALCIOĞLU



**Mr. Kabalcioğlu, the LUTZ company was founded over 100 years ago in Solingen and you were recently honoured for 30 years of cooperation. That speaks for a special partnership. Congratulations to you.**

**Your company is based in Turkey. How did you come into contact with the topic of „blades“ back then?**

As a Solingen native, you are more or less

from our summer vacations, of course, but going back for good was a bit strange for me. I didn't really want to go back, but my parents really wanted to, they were already retired and didn't want to leave me behind. After long discussions, I agreed to give it a try. But of course I didn't give up my relationship with Germany, or Solingen, and my many good friends. In hindsight, it was a good decision that I

sen by UNESCO as a city of gastronomy. Gaziantep is the sixth largest industrial city in Turkey, especially in textile production, and is the largest carpet manufacturing location in the world.

This also explains why you have been a loyal customer of our plush knives and hook blades since 1993. How has your company developed in recent years? We are actually satisfied with our development. There are good times and, like now, very difficult times, but we still do our best. The team plays a very important role in this. We try to invest as much as possible so that we don't fall behind. Those are the rules. Today I am responsible for around 150 employees and our production and storage area now covers 20,000 m<sup>2</sup>.

**What is your recipe for success?**

Our proximity to the customer and reliable partners, such as LUTZ from Solingen, are of course the points that have to be fulfilled first. It's difficult for me to explain this in two words. Giving trust, respect, discipline and love of work are very important points that should not be ignored. For me, success consists of facts. I see success as a complete package that you just have to fill with good products and work.

**But you are not only involved in selling blades. What else do you do?**

We have three business areas.

- Import of industrial blades and knives for almost all areas of industry, machines and spare parts for the textile industry.
- Production of the complete harness systems, the carpet double weaving machines and the repair of the new equipment.
- Manufacture of cosmetic products for hairdressing needs such as neck protection ruffs, shaving soap, all types of wax in a wide range, disposables, etc.



From left: Jan Uellenberg, Ali Kabalcioğlu, Alexander Lutz and Manuel Garcia Blau

in contact with sharp blades and knives. For me at that time it was hook blades. A manufacturer I knew well wanted hook blades from me for his company. He knew that I was from Solingen, and that's how it started.

**Then, in 1991, you were drawn back to your parents' homeland, Turkey. What were your reasons for doing so?**

In the beginning, I didn't want to go to my parents' home country at all. For me, my home was always Solingen. I knew Turkey

have never regretted.

**Your company is now based in Gaziantep in south-east Anatolia. Is it a coincidence that you have settled there?**

My family comes from there for that very reason. Unfortunately, I didn't get to choose back then. My family comes from Gaziantep, but on the whole everything is okay here. It has a very old culture of over 10,000 years and is located on the former Silk Road. The food is very good, I can only recommend it. We have been cho-

**Can we ask you a personal question? You are married and have three children. Is the next Kabalcioğlu generation already waiting in the starting blocks?**

Yes, that's a nice question. I have two sons and a daughter. My daughter is currently preparing for her studies. She is 18 years old, my two sons are 24 and 27 and they are about to finish their international business studies. Of course, I'm eagerly waiting for them to get started and support us in the company.

**Finally, what is your connection to Solingen today? One gets the impression that your heart still beats for the city of blades.**

Even after such a long time, contact with my home town has not been lost. I'm there regularly and I still have an apartment that we use regularly as a family. I can justifiably say that I carry the Solingen DNA within me.

**Thank you very much for the interview. We look forward to many more successful years together.**



**RIGHT IN THE MIDDLE OF THE ACTION:**

# PLUSH KNIFE FROM LUTZ BLADES

Cutting processes in the carpet industry not only require enormous efficiency, but must also meet the highest quality standards. And this is precisely where the plush knives from LUTZ BLADES show what they can do. This is because they are moved back and forth between two carpet parts in the tightest of spaces to separate the highly sensitive carpet fibers.

**The quality features of our plush knives**

With such intensive use, it is clear that plush knives must have special quality features to withstand this strain. That is why our blades are made of high-quality steel, which is finished with special coatings. Among other things, they are coated with Teflon® so that the carpet fibers do not ignite when the blades pass through quickly. In addition, the plush blades have a special cutting quality that enables clean

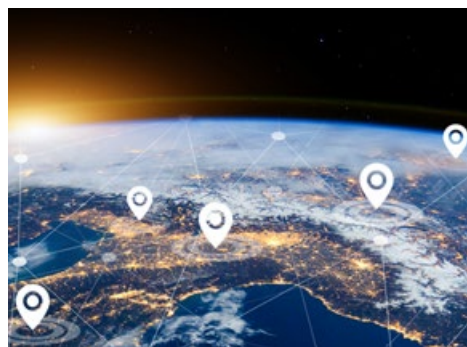
and precise cuts, extreme sharpness for easy and efficient cutting and a high resistance to wear and tear during regular use.

**Green is always good**

LUTZ BLADES plush knives are available in two different degrees of hardness so that we always have the right answer to our customers' different requirements. To enable our customers to distinguish between them directly, the softer blade with 53-56 HRc has a dark green color and the harder blade with 60-62 HRc has a light green color. Thanks to our decades of experience in the manufacture of blades, it is of course also possible to tailor the plush knives to our customers' individual requirements. After all, we have been equipping numerous market-leading carpet manufacturers with plush knives for many years with our know-how and experience.



## AGENTS WANTED



We are constantly growing and are therefore always on the lookout for further international partnerships, whether with a regional or application focus - feel free to contact us.

**YOUR CONTACT PERSON**

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Sales management

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**DEALER CONFERENCE**



Our group photo during the first LUTZ BLADES Conference at our Solingen headquarters in September 2023. Dealers from eight countries met for three days and discussed joint and future projects with us in a productive, familiar and friendly atmosphere.



## LUTZ HISTORY - PART 1

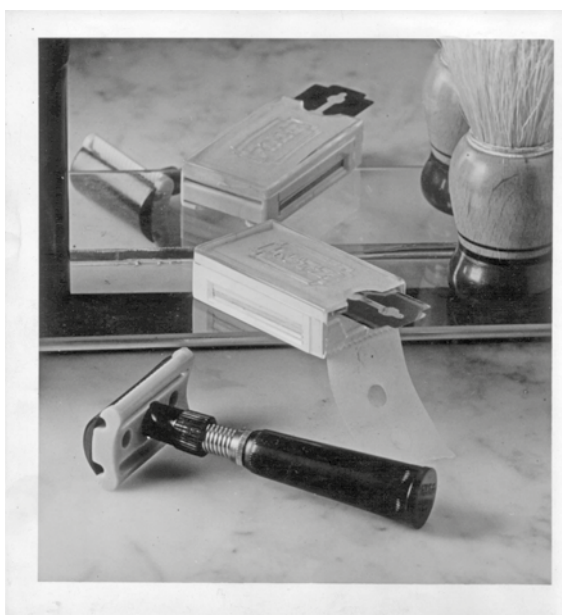
# 1922 - THE BEGINNINGS

My grandparents had a carpenter's workshop „in der Bech“, in a typical Solingen farmstead.

In the 1920s, the razor blade was a new product on the market and competed with the well-known straight razor. At that time, the Solingen economy was very much based on the division of labor. In so-called „Kotten“ - small workshops, often only

operated by the owner himself - a single work step was carried out on scissors, knives and now also on blades. The goods then went to the next cottage. This transfer system - the transfer of goods from one workshop to the next - was very common in the Bergisches Land region at the time. Advantage: The capital required to start a business was low. Only one operation was

required, both technically and financially. Emmi and Friedrich Lutz saw this as an opportunity for a new business activity. On February 10, 1922, my grandfather registered his sole proprietorship for the „contract grinding of razor blades“. To be continued...



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**Gender-Note:** In order to improve the readability of the text, the masculine form of personal nouns has been chosen. This in no way implies discrimination against the other gender. Women and men may feel equally addressed by the content.



## LUTZ TALENTS



„Training is an investment in the future, because our trainees of today are tomorrow's important specialists,“ explains Christine Scheming, Head of Human Resources and Organizational Development. With a total of 10 trainees in five different apprenticeships, we set a small record at LUTZ last year and are proud to support young talents on their path to a professional career.

In the 2024 training year, we are expanding our range of apprenticeships to in-

clude three more: marketing communications clerks, electronics technicians specializing in industrial engineering and warehouse logistics specialists.

So it's worth taking a look at our careers page or taking the opportunity to meet our team in person at a careers fair.

[www.lutz-talents.de](http://www.lutz-talents.de)