

LUTZ WORLDWIDE

LIMITLESS SHARPNESS

Every year, over 100 million blades leave our production facilities in Solingen and Nysa. A significant portion of these blades is used around the world, and this is not a recent development. As early as the beginning of LUTZ's history, our first representatives set out to introduce the name LUTZ and the "Quality Made in Solingen" across the globe. The first international markets in Europe, Asia, North, and Central America were successfully entered and continue to form the foundation for our sustained growth and the success of the LUTZ BLADES brand.

Maintaining close relationships with our customers and dealers is especially important to us. This is why we have established a global dealer network and an international sales structure, including technical sales consultants. From our three LUTZ sales centers in Solingen

(Germany), Nysa (Poland), and Charleston (USA), we manage and support customer requirements for a wide variety of applications. Whether for films, textiles, meat, potatoes, plastics, medical applications, or much more – every blade is crafted to meet specific demands.

With over 100 years of experience in blade manufacturing, LUTZ has built extensive technological expertise in the interplay of material selection, cutting edge design, as well as friction-reducing and hard material coatings, ensuring the desired results for specific applications.

Experience limitless sharpness: LUTZ BLADES is represented at numerous trade fairs worldwide on almost every continent – in Europe, Asia, North, Central and South America, the Middle East, and Africa.

You can find out more in this issue.



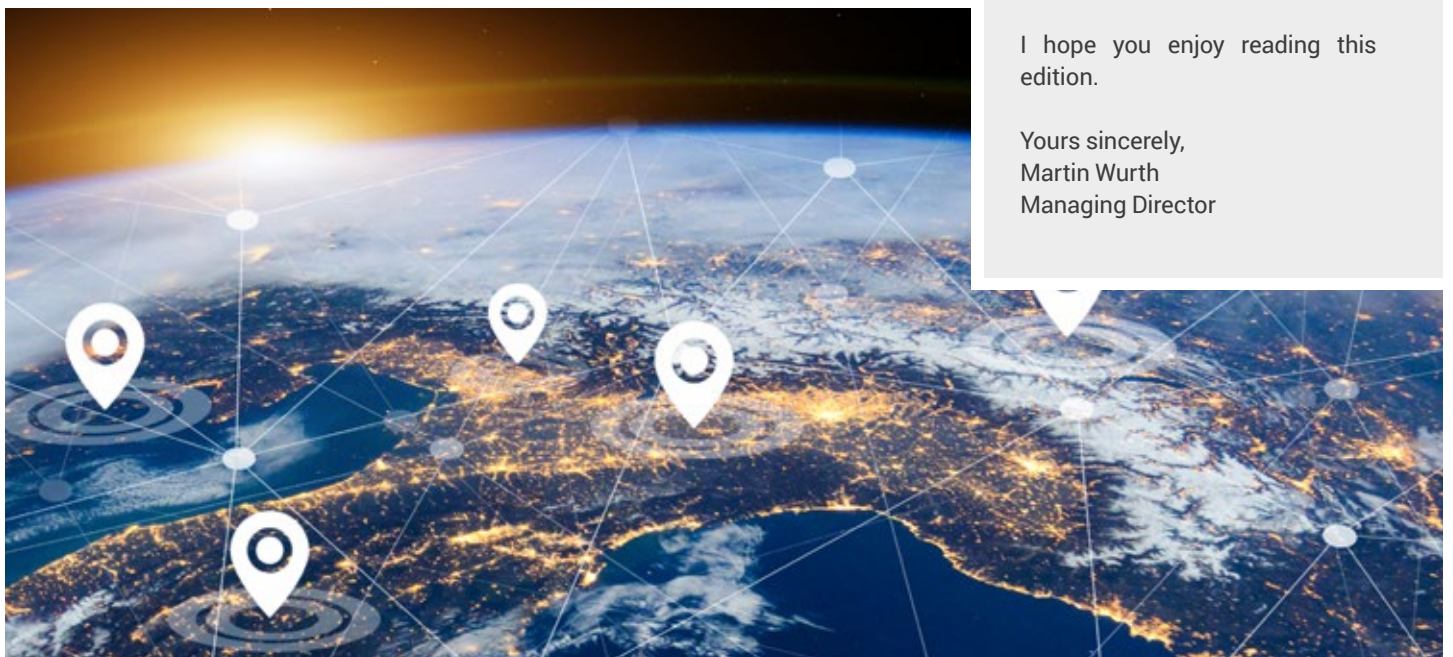
INSIDE EDITORIAL

Dear Readers,

How time flies. It feels like 2024 just began, and here I am already welcoming you to the fall edition of inside LUTZ. Our cover story provides insight into what we mean when we talk about „limitless sharpness.“ I frequently visit customers around the world to see our blades in action and to discuss potential product optimizations together with our sales team and clients.

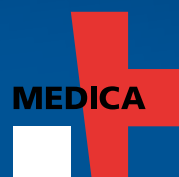
I hope you enjoy reading this edition.

Yours sincerely,
Martin Wurth
Managing Director



**SAVE
THE DATE**

We look forward
to your visit.
Hall 03 Stand / D71



Leading International Trade Fair

**DÜSSELDORF, GERMANY
11-14 NOVEMBER 2024**



IN CONVERSATION WITH OUR SAFETY OFFICER

FRANK DECKENHOFF

In our latest issue, we are pleased to present an interview with Frank Deckenhoff. Mr. Deckenhoff has been a valuable asset to our company since 2007 as a safety specialist and fire protection officer. As an independent expert, he brings a wealth of experience and expertise that benefits us all. At 62 years old, Mr. Deckenhoff can look back on a long professional career. Before working as a freelance safety consultant, he spent 23 years as a technician at a logistics company. His professional roots lie in an apprenticeship as a car mechanic, where he repaired and maintained machines. Three years ago, he expanded his expertise by completing specialized training as a fire protection officer. We are excited to ask Mr. Deckenhoff a few interesting questions about his work and experiences.

You have been responsible for occupational safety in various companies for a long time now. What does safety or occupational protection mean to you personally?

For me, occupational safety primarily means reducing accidents. It's about designing workplaces ergonomically and ensuring overall safety in the operation. Occupational safety is prevention – you have to recognize and eliminate hazards beforehand, before accidents can even happen.

What does a typical workday look like for you?

My day usually begins with a safety inspection. I walk through the company, looking at the various departments, work processes, as well as the facilities and machines.

During this, I make a spot-check protocol and speak with the employees. Often, they come to me with questions or problems, which I then review and, if possible, solve directly. This usually involves safety issues or optimizing work equipment.

You recently introduced special gloves for the final inspection. Can you tell us more about that?

Yes, that's right. In collaboration with the manufacturer and the employees in the final inspection, we selected special gloves. The manufacturer was carefully chosen and advised us throughout the entire process. The gloves offer high comfort and are sensitive to touch, which is particularly important for the tasks in the final inspection. The feedback from the employees has been very positive.

LUTZ built a new building in 2020, and you were significantly involved during the development phase. Can you tell us about the specific challenges you faced during the planning and construction of the new building, and how you and the architect and those responsible overcame these challenges?

Of course. One of the biggest challenges was meeting the safety requirements without compromising on the functional and aesthetic aspects of the building. Together with the architect and the responsible engineers, we worked intensively to find a solution that met both the latest safety standards and our operational needs. We held regular meetings and conducted safety inspections to ensure that all aspects were taken into account.

It was particularly important to identify potential risks early and minimize them through targeted measures. The result is a building that is not only safe but also highly functional and visually appealing.

Another important part of your work is risk assessment. How do you approach this?

In risk assessment, we record and describe all potential hazards within the company. To better evaluate these, I use the so-called traffic light system. Green means that no hazard exists and the goal is achieved. Yellow indicates that a hazard is present and improvement measures need to be initiated. Red stands for deadly danger – fortunately, that is very rare. The goal, of course, is to bring as many areas as possible into the green.

What hazards do you pay particular attention to?

I pay attention to anything that could endanger the safety of employees. This includes tripping hazards, poorly secured cables, but also the lighting in work areas. It is often the small things that can have a big impact. Through regular inspections and the implementation of appropriate measures, we can significantly reduce the risk of accidents.

Mr. Deckenhoff, we thank you for the interview and for your commitment to making our company a safe workplace.

Thank you very much! Safety is an ongoing process, and I am pleased that I can contribute to it.

COMPARISON PAYS OFF

NOT ALL BLACK BLADES ARE THE SAME!

LUTZ MULTISHARP® - The black blade is a precision tool that stands out due to a special combination of material selection and grinding angle. Unlike many conventional black blades on the market, which are merely surface-coated, LUTZ BLADES uses its own innovative process – “lusionizing.” In this process, the black coloration is achieved through a specialized treatment within the blade itself. This ensures that even during intensive use, the blade does not release any color particles, which is a significant advantage when working with delicate materials like carpets, wallpaper, or films.

Sharp, Safe, Clean

The black blade from LUTZ BLADES re-

presents superior quality. Thanks to the specially selected steel and optimized sharpening process, the result is exceptional sharpness, effortlessly handling even the most demanding cutting tasks. The black blade from LUTZ BLADES not only delivers outstanding cutting performance, but also provides increased safety and cleanliness during use. It is the perfect tool for professionals who depend on precision, durability, and reliability – without compromise.

www.lutz-multisharp.com



ECO-PLUS

THE LABEL FOR SUSTAINABILITY AT LUTZ BLADES



There's news!

With the introduction of the ECO-PLUS label, we are setting a new standard for sustainable packaging solutions. This label is part of our newly developed ECO-PLUS environmental management system, which has been integrated into our business processes and aims at continuously improving our environmental impact. The

ECO-PLUS label will soon be visible on our packaging and signals our commitment to sustainability. The packaging marked with this label consists of 38% recycled material and, thanks to pure material separation, is 100% recyclable.

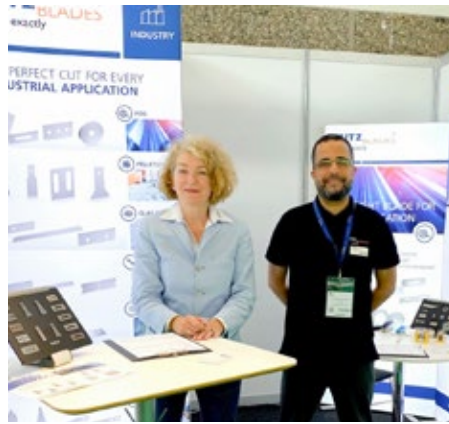
With ECO-PLUS, we are taking an important step towards a circular economy and actively contributing to more environmen-

tally friendly business practices. This new label not only stands for sustainable packaging solutions but also represents our commitment to firmly integrating ecological responsibility into everyday business operations.

www.ECO-PLUS-BY-LUTZ.com

LUTZ BLADES – ACTIVE AROUND THE WORLD

From Europe to Asia and the Middle East, we are present at the world's most important trade fairs. There, we showcase our latest blades and engage with experts on the future of cutting technology, ensuring we stay at the forefront of the industry. No matter which exhibition you visit, we always look forward to welcoming you at our booth.



PRSE Amsterdam



ExpoMed Eurasia Istanbul



TRAVEL REPORT
ASIA

Our international sales managers and technical blade specialists regularly visit our dealers and customers worldwide to attend trade shows and conduct technology transfers together.

This year, we once again traveled across Asia, visiting several countries and bustling metropolises. The journey began in Bangkok, where we exhibited at ProPak Asia with our Thai partner, showcasing our film and granulating blades.

Next, we headed to Tokyo, where we met with our Japanese dealers and visited machine manufacturers, particularly those in the meat processing industry.

The third leg of our extensive Asia tour took us to China, where we visited dealers in Beijing, Shanghai, and Guangzhou in the south. The tour wrapped up with a visit to the ProPak Indonesia trade show in Jakarta. A heartfelt thank you to everyone we had the pleasure of meeting and speaking with during our Asia trip.



Dealer visit China



Dealer visit China



ProPak Asia Bangkok



ProPak Asia Jakarta

RETURN TO ECUADOR AND COLOMBIA

A SUCCESSFUL EXCHANGE ON QUALITY AND INNOVATION

After a successful trade show appearance last September, together with our dealer Lucma & Sons in Ecuador, it was time to be back on-site again and deepen our relationships with customers and partners. This trip gave us the opportunity not only to share valuable knowledge but also to introduce and test our latest product developments.

A central part of our trip was a training session on quality blades and the safe handling of blades, which we conducted for one of our major key customers. The participants showed great interest in the topics of safety and efficiency, and it was inspiring to see how committed the industry professionals are to optimizing their work practices and minimizing risks.

Another highlight was the presentation of our new „Marathon“ coating at a major reference customer from the raffia industry (PP woven sacks). The opportunity to test the coating on-site gave us valuable insights into its performance and applicability. The feedback was consistently positive, and we are confident that the special properties of the „LUTZ Marathon Coating“ will make a decisive contribution to increasing the efficiency and longevity of our customers' products.

The second part of the trip took us to Colombia, where we had the opportunity to visit various customers in Medellín and hold valuable discussions. The highlight of the South America tour was our participation in Colombiaplast 2024 in Bogotá. The trade show provided an excellent platform to showcase our blade solutions and strengthen our presence in the Colombian market. Together with our



Employee training at SigmaPlast

regional partner Rod May, we were able to establish numerous new contacts that will help us make our products and the LUTZ BLADES brand known in the region.

Overall, the trip to Ecuador and Colombia was a complete success. Not only did we present our latest products and conduct training sessions, but we also gained valuable insights into the needs of our customers. The positive feedback and new contacts motivate us to continue developing innovative solutions for cutting applications and to work closely with our partners. We look forward to the upcoming challenges and to further strengthening our presence in Latin America.



Colombiaplast 2024 Bogota



Visit to ReySac

AGENTS WANTED

We are constantly growing and are therefore always looking for additional international partnerships, whether with a regional focus or application emphasis – please feel free to contact us.

YOUR CONTACT PERSON

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CODE OF CONDUCT

We have written down and established our values of cooperation. Our code of ethics not only forms the foundation of our collaboration with customers, suppliers, and business partners, but it also enhances the interactions among all people at LUTZ.

We spend many hours of the day together in the workplace, in meetings, and during breaks. We work together, and there are rules for respectful interaction.

Much of this is self-evident, yet it helps in our daily professional lives. These rules provide us with both freedom and boundaries. All of us at LUTZ can rely on them!

Alexander Lutz, CEO

Saban Eryasar, Chairman of the Works Council



EVEN WHEN THINGS DON'T GO SMOOTHLY:

WE WILL FIND A SOLUTION

Actually, this is a topic that is not often discussed: customer complaints. **And even though such instances are extremely rare for us**, we know that we owe it to our customers to address them. Despite our best efforts to always provide the highest quality and the best service, discrepancies cannot always be completely eliminated.

To ensure that we can quickly and easily reach a good solution with our customers in such cases, **we have our own complaint management team** at LUTZ BLADES. This means that if you encounter any issues, it's sufficient to visit the complaint management page on our website. Please briefly describe your complaint, either using the provided form or through the dedicated complaint email address. You can be assured that our complaint management team **will connect you with the right contacts within 24 hours** – and they will take care of the rest.



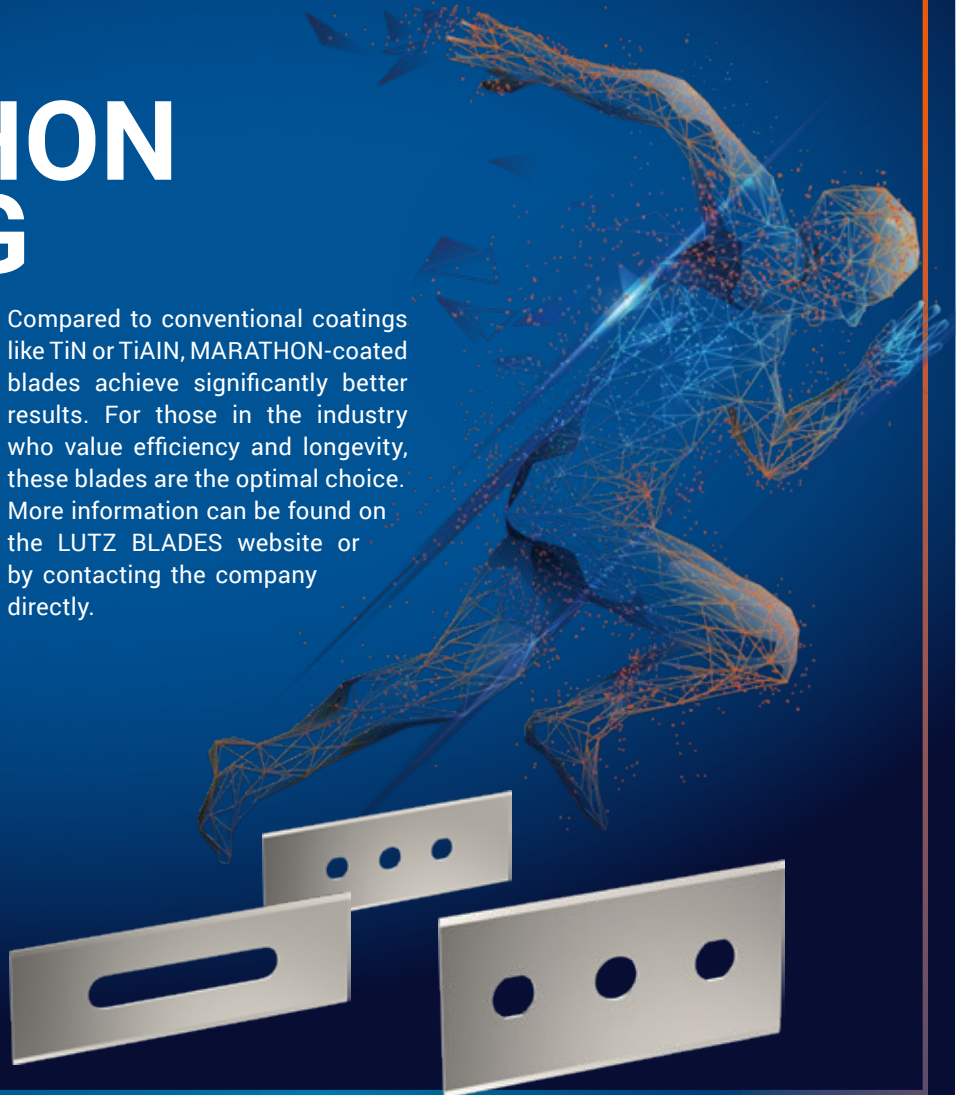
THE LONG-DISTANCE RUNNER AMONG BLADES

THE MARATHON COATING

by LUTZ BLADES

Many blades cut well, but only a few remain sharp over the long term. This is where the MARATHON coating from LUTZ BLADES comes into play. As the name suggests, these are true „long-distance runners“ among blades, distinguished by their hardness, sharpness, and durability. The MARATHON coating is ideal for industrial applications where abrasive materials are being cut. Thanks to its high wear resistance and low friction coefficient, these blades maintain their cutting performance and precision even under intensive use. The coating is precisely applied to the edge, ensuring that sharpness is preserved while simultaneously extending the blade's lifespan.

Compared to conventional coatings like TiN or TiAlN, MARATHON-coated blades achieve significantly better results. For those in the industry who value efficiency and longevity, these blades are the optimal choice. More information can be found on the LUTZ BLADES website or by contacting the company directly.



EXHIBITION PREVIEW 2024 / 2025



PACK EXPO International Chicago
LL-10911, 03.–06.11.2024



MEDICA Düsseldorf
Halle 3/D71, 11.–14.11.2024



Medlab Middle East Dubai
Halle 6, 03.–06.02.2025



ICE Europe München
Halle 6/550, 11.–13.03.2025



ICE Europe Amsterdam
Stand 120, 01.–02.04.2025



IFFA Frankfurt
03.–08.05.2025



PROPAK East Africa Nairobi
Stand C 13, 20.–22.05.2025

**WE
LOOK
FORWARD
TO YOUR
VISIT!**

LUTZ HISTORY – PART 2

1945 – AND ONCE AGAIN A NEW BEGINNING



My father, Friedrich Lutz Jr., was originally from Solingen, and my mother was raised in Dresden. They met during the turmoil of the war and married in 1945. As a young couple, they took on the challenge of taking over my grandparents' business after World War II and restarting the production of razor blades. During this time of economic revival, the product of the razor blade helped them immensely. Razor blades were „a second currency“ and in high demand, with goods often exchanged for razor blades.

At that time, it was fashionable to give the blades a distinctive brand name to sharpen the brand profile. The blade brand of our family in the early 1950s was LUTZ-Cavalier. The distribution of the blades was carried out by sales representatives who regularly visited drug-stores and barbershops. The blades were then offered and sold over the counter in stores.

The start was successful; the first entrepreneurial success was achieved.

To be continued...
Yours,
Alexander Lutz



IMPRESSUM

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LUTZ TALENTS –

THE EXPERTS OF TOMORROW

LUTZ Talents are our apprentices, working students, or interns. They all contribute to the success of our company.

How do we reach these talents?

LUTZ takes a diverse approach here. Like a tree – as seen in the logo of LUTZ Talents – our recruiting channels are constantly growing. Our Instagram account regularly provides updates and information on training opportunities, contributing to recruitment just as much as traditional job postings on our website or appearances at job fairs. Most recently, our team attended the

33rd Career Fair at the Historic Town Hall in Wuppertal. In this impressive setting, we made new connections and had exciting conversations with students, parents, and teachers.

And once the qualification is completed? That's when the journey truly begins – just like with our (former) LUTZ Talents, who have completed their training or studies and are now employed with us, either full-time or part-time.



Historic City Hall Wuppertal