

## LYNXERA<sup>®</sup> – OUR NEW MICROTOME BLADES

**EFFICIENT. PRECISE. CONSISTENT.**

Enter the next hot release from LUTZ BLADES: from now on, we will also be offering microtome blades to our customers in the medical sector. This is a logical step given that our blades are already used by many market leaders for medical applications and in laboratories, for example, in surgery, pathology or in the manufacturing of PVC catheters and stents. Thanks to their precision, high-quality workmanship and superior service life, you can rely on the quality of LUTZ BLADES blades.

With the LYNXERA<sup>®</sup> microtome blade, we are now consistently expanding our product portfolio. The name LYNXERA<sup>®</sup> says it all: because the lynx is a wild cat with special characteristics and abilities.

It is efficient, precise and consistent. And this is exactly what distinguishes our new LYNXERA<sup>®</sup> microtome blade family. It delivers a convincing performance not only with a stable cut quality, but also with enduring cuts, up to extremely thin cuts of 2 µm. But that is not the only thing that speaks in favour of our microtome blades. This is because, aside from the fact that LUTZ BLADES has been certified in accordance with the EN ISO 13485 standard as a possible distributor of medical devices since 2004, as a German manufacturer, we offer our customers fast response times, high product availability and very short procurement channels. That's why we are the ideal partner when it comes to the seamless stockpiling of ideal products.



### INSIDE EDITORIAL

Dear Readers,

A new in-house newspaper and a new product family – there's a lot going on at LUTZ BLADES once more. First off:

A warm welcome to you all. With this new information medium, we will be providing you with up-to-date information about LUTZ BLADES moving forward.

And we'd like to get the ball rolling with the first round of innovation right away: here, we present our new LYNXERA<sup>®</sup> microtome blades, which we can now offer our customers for use in laboratories.

If you would like to experience the new blades live: at this year's COMPAMED in Düsseldorf, we will be represented with a stand in Hall 8b, Stand L31 along with many motivated colleagues who will be happy to present the microtome blades to you on site.

We hope you enjoy reading our new "inside".

Yours,  
Jan Uellenberg  
Head of Sales



# LUTZ ON LYNX!

## A SHORT INTERVIEW WITH LUTZ BLADES MANAGING DIRECTOR ALEXANDER LUTZ ABOUT HIS COMPANY'S LATEST PRODUCT: THE LYNXERA® MICROTOME BLADES

### Over 100 years of LUTZ BLADES – why have you chosen to enter the microtome blade market now?

As a blade manufacturer for technical cutting application, the production of blades for the medical industry is our daily business. Special scalpels and many blades in medical equipment have come from LUTZ for decades. And so, it makes sense to expand the product portfolio to include the manufacture and sale of microtome blades. We have been certified according to the EN ISO 13485 standard as a possible distributor of medical devices since 2004. With



this in mind, our manufacturing and organisation have been able to produce medical devices for a long time. To date, however, our customers have been the distributors; either under their own name or with our blades as a component in the technical equipment. With the blades from LUTZ under the brand name LYNXERA®, we now aim to significantly expand our range for the medical sector.

### What challenges have you identified in the market?

The requirements for microtome blades are very high. We are acutely aware of that. Sharpness, durability and the homogeneity of the manufacturing quality are rightly what people want in microtomes. We want to respond to this in the best possible way. As a new market player, you first have to earn the recognition and trust of your customers. The term partnership is often used in today's business life, but not always upheld in its true spirit. We will respond to the customers' wishes in the best possible way. We want to be partners. We see ourselves equipped to tackle the competition with our products, and want to offer our customers real added value.

### How does LUTZ BLADES ensure availability for the German and European market?

We are a European company with German roots and manufacturing competence in Germany. We have been based in Solingen for 101 years and in Nysa, Poland, since 1992 – 31 years. Our companies have always been managed and developed in the same way at all levels in terms of quality and organisation. The production facilities work hand-in-hand and, in this case, the microtome blades are manufactured in Germany at the Solingen site and the final assembly takes place at the Nysa site. Our vertical range of manufacturing for the microtome blades is 100 %. No production step is out-

sourced. This means: the microtome blades are 100% LUTZ; we are a manufacturer, not a merchant! Even the dispenser systems are manufactured in-house. Thus, we offer our customers blades that are truly made on-site. And we know that our customers appreciate that. Until now, supplies have originated from long supply routes mainly located in Asia. And we are now breaking away from this dependency. Many users in the laboratories have reacted to this with the exclamation: "Finally ..."

### The market shares for microtome blades are currently clearly distributed, how would you like to establish yourself in the competition?

Only through quality! However – we have been making blades for 101 years. Our claim is to be perceived as a tool manufacturer. Because a blade is a tool. A highly exact tool, a precision tool, a cutting tool. And another thing that is very important for us: even if millions of blades for a wide range of industries are sent on their way to our customers every month, our claim is (and remains): every single blade must do its job well.

### The Lynx, true to its Latin name, is the inspiration for the new brand name. Why did you decide on this?

In nature, the lynx embodies the qualities EFFICIENT, PRECISE, CONSISTENT. And it is precisely these properties that we also associate with our microtome blades.

**You also mention user safety, what does LUTZ BLADES do better than the competition?**

Better ... that's always a tricky subject. Let's rather say: what is our offer? The keyword phrase here is "circular economy". We are aware that we manufacture a disposable tool. That has its reasons, and these can be defended. The qualified cycle of the circular economy is being worked on in the industry, and we are doing our bit, too. The disposal of used microtome blades is not a simple matter due to contamination. The user and the supplier have to work together. And we are ready for this. Step 1: Each microtome blade dispenser can hold the used blades on the underside in a disposal chute. This minimises the risk of injury. Step 2: We have a handy discard bin for holding blades with a self-locking closure before final disposal. There, the blades can be dropped with one-handed operation. This is both time-saving and safe ...

**Blades and Solingen have always belonged together. Could you also use the existing expertise for the production of the new microtome blades?**

Of course! That's because it is the basis of what we do. Our motto is "Precision, sharpness, your success" and with this, we express what is important to us: the success of our customers. We manufacture cutting tools with the demand for the highest precision in terms of the blade's geometries – not only on the cutting edge – and sharpness is the attribute that determines the product's success. The blades should be sharp and they should cut. And this success should translate into our customers' success! Our success will then materialise all on its own.

**In 2020, you moved to a modern new building with a 13,000 m2 production hall in the Piepersberg industrial estate in Solingen. Did this move have an impact on the entry into the microtome blade market?**

Microtome blades are manufactured in automated processes. There's no one out there filing away by hand. And all production facilities are completely automated at all stages of production. Otherwise, the prevailing small production windows cannot be achieved with any process reliability.

Our new production site is the basis for ensuring that our production facilities, work organisation and processes are at the cutting edge of technology. We are proud to have one of the most modern blade manufacturing facilities in the world. Our credo: we master the processes at hand.

**Have you purchased special machines for making the fine planer blades?**

The microtome blades are sophisticated tools. This is only possible on cutting-edge machines. And that is why we have invested in technology and capacity. Otherwise, we would not be competitive when we enter the market.

**You are presenting LYNXERA® as a new product from LUTZ BLADES at this year's COMPAMED in Düsseldorf. What do you expect from this fair?**

Personal contacts and close customer relations have always been important to us. This is how you get to know each other, and this also allows you to go the extra mile for the customers. That's why we also want to show our face for LYNXERA® right from the start and make it clear to the customers: we are here for you!

Our business world has changed significantly in recent years. The possibilities to meet and exchange online are now almost unlimited and accessible to all market participants worldwide. Why go to a trade fair then? Isn't that an old way of doing things? No, it's not, because personal contact creates trust! We all know: those partners who we have already met in person, we communicate differently with them. More trusting,

more direct, more personal. This is also how it should be with the market launch of LYNXERA®. We at LUTZ are looking forward to establishing many new contacts from all over the world.

**What are your goals for LYNXERA®?**

We are represented with our products in many markets. We manufacture blades for a wide range of industries. Our blades usually have different customer requirements in different applications. Our goal is always: to fulfil the wishes of our customers. Only then will we win the trust of others in the long term. This is how it should be with the LYNXERA®-by-LUTZ microtome blades. A quality tool that our customers can rely on.



## THE PERSONAL DEETS

**Alexander Lutz, Dipl.-Ing. (FH),** manages the company now in its third generation, which was founded in 1922 .

Even as a little boy, Alexander looked over his father's shoulder – and his enthusiasm never waned. After graduating from high school, he first completed an apprenticeship as a steel mould maker and then an engineering degree in process technology at the FH Darmstadt.

In 1992, Alexander Lutz joined the traditional Solingen company as a technical employee. With the death of his father in 2003, he took over the responsibility as managing director and shareholder. Innovation, growth and responsibility have shaped the LUTZ company for over a century, and Alexander Lutz laid the foundation for a successful future with the modern new building in 2020.





## VERSATILITY AND INNOVATION

LUTZ BLADES is an internationally aligned family business from Solingen, Germany, which was founded in 1922. Since 1992, the company has maintained another production site in Nysa, Poland. With over 300 employees, we produce and distribute blades for a wide range of industrial applications. We are versatile – not only in terms of our products, but in the markets we serve and in our cooperation with our customers around the world. In



order to determine the best solution for every cutting application, we work together with our customers to define all relevant parameters that help to meet the individual requirements in question – for increased sharpness and a longer service life. Materials to suit the task, the tightest geometric tolerances, high-performance coatings and the experience of three generations – with this combination of skills and competence, we can offer our customers exactly what they are looking for: blades that last longer and cut better. May it be for the medical technology, the food industry or for film processing, whether it's in the automotive industry or in the trades – LUTZ BLADES produces around 1500 different standard blades and around 500 special blades to fit customer requirements for customers all over the world.

## LEGAL NOTICE

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## THE LUTZ BLADES COMPANY LOCATIONS

### SOLINGEN / GERMANY

In Solingen-Gräfrath, the company's new headquarters were completed in 2020. We have approximately 13,000 square metres of space for production, storage and administration on an area of 25,000 square metres.

### NYSA / POLAND

In Nysa, in the Opole region of south-west Poland, we have operated our second production site for more than 30 years. Here, around 160 employees are busy producing blades for our customers.

### CHARLESTON / USA

With the company location in Charleston (South Carolina), LUTZ BLADES opened its first branch in the USA in 2023. Ensuring short distances to the most diverse user markets and a high degree of logistical availability were the deciding factors for establishing the new location.