

# Business as Usual



*Aerosol fillers turn negatives into positives in 2020...* | Ava Caridad, Editorial Director

**T**he aerosol contract filler industry had a great deal of good news to report in the past 12 months. *SPRAY* asked fillers to tell us what was new and challenging as we come full circle in our first year under COVID-19 pandemic conditions.

Indeed, despite the health crisis, the aerosol filling industry chugged along. **ValenSil Technologies**, Avon, OH, reported that an Australian company came to them via vendor recommendation. The customer had gone to filler after filler with no luck in getting its brush-on coating converted to an aerosol spray—"with many folks telling our client 'it can't be done,'" ValenSil said.

"Desperate by the time they came to us, our client asked if we could help," ValenSil noted. "In less than three months, we developed the formula and the product performance was outstanding. Though it was a short run, our formula team worked on this project as if the client wanted millions."

In an effort to reduce plastics processors' hazardous waste disposal costs and keep such materials out of the waste stream, **Slide Products Inc.** now offers a hazardous aerosol return service. The Wheeling, IL manufacturer of mold releases, lubricants, cleaners and rust preventives began its free Slide Hazardous Aerosol Return Program (SHARP) on July 1. Manufacturers pay only for shipping to return used Slide-labeled aerosol cans to the filler, who handles proper disposal.

**Formulated Solutions**, Largo, FL recently achieved three separate ISO Standards—ISO 9001:2015 Quality; ISO 14001:2015 Environmental; and ISO 45001:2018 Occupational Health &



Safety. The certifications required a rigorous process and the participation of the entire organization. In addition, Formulated Solutions is currently pursuing ISO 13485:2016 Medical Devices Quality Management Systems.

**Voyant Beauty Holdings, LLC** finalized the acquisition of the **KIK Personal Care (KPC)** business from **KIK Custom Products**



*Voyant Beauty's Chicago office*

in August 2020, expanding its footprint to include eight new additional facilities to its existing network located in the U.S. and Canada.

Voyant Beauty is the result of the acquisitions of **Veepak**, **Aware Laboratories**, **Cosmetic Essence Innovations** as well as **KIK Personal Care**. It has 15 facilities in the U.S., Canada and Poland with the ability to formulate and fill across the skin, body, hair, oral, home and laundry care categories in both aerosol and liquid formats, noted the company.

"Voyant Beauty is proud to be an Essential Manufacturer, producing essentials like hand soap and sanitizer," said Lorne Lucree, Chief Innovation Officer.

In other acquisition news, **PLZ Aerospace Corp.**, Downers Grove, IL, acquired high-end male personal care contract manufacturer **Mansfield-King, LLC** of Indianapolis, IN.

In 2021, Cortec hopes to expand on its distribution of **EcoLine ELP (Extreme Lubricant Penetrant)** at its **Cortec Spray Technologies (CST)** plant in Spooner, WI. The product is a "Green" alternative to some all-purpose lubricants. It is non-flammable, has a high flash point and is non-hazardous, according to the Globally Harmonized System of Classification & Labeling of Chemicals (GHS). It is 95% bio-based and readily biodegradable, according to **Cortec Labs**. It is packaged in bag-on-valve (BOV) spray cans and may be sprayed in any direction—even upside down.



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Patel

ment Corporate at L'Oréal USA, where she partnered with brand teams to spearhead innovation projects across formats.

AST also welcomed Nehal Patel as the VP of Operations just a few months before the pandemic hit. He has over 16 years of leadership experience in the Pharmaceutical/ OTC Drug manufacturing industry where he specialized in solid dosage, powder and liquid manufacturing and packaging processes.

Patel holds a Master's in Mechanical & Aerospace Engineering with a Specialization in Design & Manufacturing from the Illinois Institute of Technology.

## It's all about Innovation

R&D didn't slow down in 2020, as contract filler **Aerosol Service Sp. z o.o.**, Ustka, Poland, launched **Lesso**—a dose applicator



designed especially for compressed and bag-on-valve (BOV) aerosols. Its main purpose is to teach the consumer how to use the product consciously, wherein one dose is “enough.” By pressing one of its sides, a specially-designed applicator twists and temporarily opens the valve and doses the product. The concept of compressed aerosols assumes that smaller products contain the same quantity of active materials and last for the same amount of time as larger-volume products. Lesso complements com-

pressed aerosols and makes them more sustainable, according to the company.

Lesso also works with products that utilize BOV technology, such as compressed deodorants/ antiperspirants and air fresheners. The use of different inserts allows for the appropriate spray pattern parameters. Moreover, Lesso can also be adapted to products with higher viscosities, such as gel, spray or foam.

The new **Boiler Gecko** completes **Cortec's** full line of water treatment “animals” for dry layup of boilers ranging from less than 100 gallons to more than 10,000 gallons. Boiler Gecko fills the gap at the small end of the spec-



**Aerofil Technology, Inc.**, Sullivan, MO, gained temporary approval from the **U.S. Food & Drug Administration (FDA)** to use its liquid filling line to produce hand sanitizer, which was donated to health care personnel and first responders and sold to consumers. It is based on the World Health Organization's specified formula. Pictured: Joe Sonderman, Senior VP of Operations, and Russell Coons, Director of Logistics, donate the first truckload to Sullivan, MO's first responders, government officials and hospital workers.

trum for boilers that are not large enough to warrant the use of Cortec's Boiler Lizard but still need corrosion protection. As with Cortec's other dry layup solutions, Boiler Gecko presents an enhanced alternative to traditional layup methods such as



quick lime, desiccants, dry air systems and nitrogen purge. It provides multi-metal corrosion protection on a variety of ferrous metals, such as aluminum and copper alloys. It contains no heavy metals, halogens or solvents, doesn't form a solid residue and is also low odor, pH neutral and non-flammable. The product comes in EcoAir BOV spray cans and can be sprayed in any direction for easier application in tight quarters.



## Pandemic challenges

How did aerosol filling facilities cope at the onset of the COVID-19 pandemic?

“We were shut down for a couple of weeks in April of last year to safeguard the health and safety of our team,” explained An-  
gelique Williams of AST.

“During the shut-down, new standard operating procedures and physical measures were quickly put in place to safely resume operations. Despite this significant disruption, the whole team remained employed and fully paid throughout the temporary closure, so that no one had to worry about the pandemic putting undue financial stress on their families while they remained focused on health and safety. As a result, when we reopened, the whole team banded together, often working overtime, to service our customers' needs so we could get back on track as soon as possible.”

From a commercial perspective, the company saw a decline in some markets and product categories such as professional hair care, while, on the other hand, other product categories such as Root Touchups and Therapeutics actually did better, said Williams.

“Thankfully, the majority of AST's products saw minimal changes and remained active throughout the year,” she explained.

“Despite the difficult circumstances, the company continued to introduce more innovations to the marketplace.”

According to Ricardo Strickland, Managing Director of **McBride Caribbean Limited** in Christ Church, Barbados, the filler plans to double its capacity, as well as install a new filling line, in 2021.