

2023

Directory of Contract Fillers



Annual reference to identify contract filling partners for aerosol products

Below are comments provided by aerosol fillers from around the world, expanding on the past year and expectations for 2023. Comments are solicited in our annual Fillers Directory questionnaire—be sure to submit yours next year and help illustrate the picture of contract filling worldwide.

Filler Comments

We are seeing a trend toward the use of contract filler services. 2022 was a good year; expectations for 2023 are OK, but not great. Our biggest challenge was inflation; our business was not affected by the COVID-19 pandemic.

—Mexico

The trend has been for the marketers to utilize contract fillers. This has enabled them to focus more on what they are good at and let someone else do the filling for them. Although 2022 was a good year for contract fillers, there were still many challenges with the supply chain for part of the year due to [suppliers] still having to catch up from the difficulties of the past couple of years. We are going into 2023 cautiously optimistic for better supply and more stable pricing of raw materials. Material costs caused the most challenges for us. [They] were increasing so fast that it was difficult to react quickly enough to cover our own cost of goods. With the price increases, there was major pushback from retailers and customers in all segments to accept the increases. The [COVID-19] pandemic made us evaluate our processes and has made us more flexible and nimble in reference to decision-making in purchasing and production planning. We have always multi-sourced our raw materials, but now we have added even more suppliers for key components.

—U.S. Southwest

In the Philippines, [marketers] mostly have [aerosol products] produced by contract fillers. There was more

tapering of demand in 2022 vs. 2021. The outlook for 2023 is better than 2022, as most businesses are opening up. Challenges include the (Philippines) FDA's new regulations regarding insecticide sprays—these are giving local brands a hard time when registering and renewing their products. Some products we produced were affected by the COVID-19 pandemic, but some categories were at an all time high.

—The Philippines

2022 was a great year for contract fillers, [but] due to the economy and excess inventories, we expect 2023 to start off very slow through mid-year, at least. Regulatory issues, raw material costs and new technology were and still are a problem. [The COVID-19 pandemic] had no effect on us in 2022.

—U.S. Northeast

The trend [for marketers] has been to utilize contract fillers. [In 2023, we expect that] many new players will be entering the market. [The COVID-19 pandemic] impacted us very hard, but the market is recovering.

—Brazil

We see more brand owners choosing to work with contract fillers. We had a growth year in 2022, and expect even more growth in 2023. Access to, and increasing prices of, raw materials was challenging to

manage in 2022. Personal Care has grown exponentially since the onset of COVID-19 and we see this growth continuing.

–U.S. Southeast

[We are seeing a trend toward marketers] using contract fillers. Challenges in 2022 included raw materials—both the cost and the lack of them. The COVID-19 pandemic [positively] affected our business and made it better, as we produce disinfectants.

–Finland

Yes, 2022 was a good year for contract fillers. The outlook is good for 2023.

–U.S. Midwest

COVID-19 affected our business with higher costs in different materials and raw materials, as well as longer [wait] times for delivery and imports. There was also a lack of staff because they are in the at-risk population.

–Mexico

Over the last few years, brands have been focused on stabilizing in light of the COVID-19 pandemic and there doesn't seem to be as much development activity with contract fillers. However, when it comes to filling, marketers still seem to prefer working with a contract filler vs. building in-house filling capabilities. While 2022 posed a fair amount of challenges for fillers, specifically around the supply chain and keeping customers' products in stock, for those focused on service and who worked closely with vendors and customers to find out-of-box solutions, 2022 proved to be a year of opportunity and growth.

In 2023, we expect similar challenges, as it seems many of these supply chain issues are here to stay for the time being. Therefore, continuing to provide as much demand visibility as possible, reinforcing strong communication and redoubling efforts to innovate can help ensure a successful 2023 for our industry.

[The global] supply chain has been affected in the last couple of years and our industry in the U.S. has been no exception. The paradigm seems to have shifted from a "just in time" model—where we assumed we could get anything, anywhere, when we wanted it—to more of a "just in case" model where we work to get whatever we can, from multiple sources, when available in order to keep our customers' products in stock. This has affected everything from cans and valves to pigments

and starches. However, we [work] with our customers to plan out their demand as much in advance as possible, providing vendors with the latest forecasts proactively, implementing frequent, sometimes daily, meetings with key suppliers on growth strategies, and formulating contingency plans by validating alternative component and ingredient suppliers. We lean into our personal relationships with both customers and vendors to communicate transparently and come up with creative solutions to issues; after all, we are partners with a common goal: to provide consumers with the products they love.

The COVID-19 pandemic certainly affected the personal care market. For example, during the peak, when salons were closed, consumers relied on the temporary, sprayable hair color products we produce to extend the life of hair color and conceal roots, in order to be Zoom-ready. That category boomed for us. Our professional hair care brand partners, on the other hand, who rely on the salon experience to sell their products, saw orders contract. On the whole, we had a record-breaking year in 2020. In 2021, the cooldown of "pandemic boom" products and supply chain issues proliferated, and this negatively affected the volume we were able to run, just as it did for the rest of the industry. In 2022, however, as we adjusted to new ways of working, we were able to come back and have our biggest year yet.

–U.S. Northeast

In 2022, challenges included raw material costs and ocean freight. The COVID-19 pandemic caused a significant increase in demand for disinfectant spray in 2020 and 2021, but this waned during 2022 with the relaxation of some protocols.

–Barbados

The present trend is for utilization of contract filler services. It was a good year for contract fillers in 2022, as the business environment improved after the COVID-19 impact; 2023 will also be much better. An increase in the cost of raw materials was one of the main challenges for our business in 2022, as there was overall cost increase because of the Russian war on Ukraine. The COVID-19 pandemic has impacted our business, as many of our customers have reduced their work orders.

–India

Directory of Contract Fillers

A = Automotive

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C = Household

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E = Insecticide

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G = Personal

H = Pharmaceutical

I = Self Defense

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Lighthouse for the Blind
St. Louis, MO
314-423-333x133
bhouser@lhbindustries.com
lhbindustries.com
Products Filled: D,E,F

Liminco Sdn Bhd
Shah Alam, Selangor, Malaysia
60-3-51222808
enquiry@liminco.com
aerosol.info
Products Filled: D

LMA Services
East Riding of Yorkshire, UK
44-0-1759-304676
enquiries@aerosol.uk.com
aerosol.uk.com
Products Filled: A,B,C,D,E,F,I

Lybar A.S.
Prague, Czech Republic
420-272-111-822
info@lybar.cz
lybar.cz
Products Filled: A,C,E,G,H,I,J

Maja Health Care Division
(VI-John Group)
Gurugram, Haryana, India
0124-4785555
customercare@vijohngroup.com
vijohngroup.com

MB Industries
Wapakoneta, OH
419-738-4769
sales@mbind.com
mbind.com
C,D,G,I

McBride Caribbean Ltd.
Lowlands, Christ Church, Barbados
246-428-7766
mcb.website@thegelgroup.com
mcbgroup.com
Products Filled: C,E

Medena AG
Affoltern, Switzerland
41-1-7625757
info@medena.ch
medena.ch

Medikemia Ltd.
Szeged, Hungary
36-62-592-755
export@medikemia.hu
medikemia.com
Products Filled: A,C,F

Medisol Lifescience Pvt. Ltd.
Mumbai Maharashtra, India
8591901448
medisol@asianitg.com
asianitg.com
Products Filled: H

Montana Air S.L.
Barcelona, Spain
34-93-833-27-88
didac@montanacolors.com
montana-air.com
montanacolors.com
Products Filled: F

Motip Dupli GmbH
Hassmersheim, Germany
+49 6266 75 0
info@motipdupli.de
motipdupli.com
Products Filled: A,B,C,D,F,I

Naisa Laboratory
Mumbai-Maharashtra, India
(91-22) 2300 3232/3/4
asianitg@asianitg.com
asianitg.com
Products Filled: C,D,G

Natural Aerogas Pvt. Ltd.
Mumbai Maharashtra, India
9805639115
asianitg@asianitg.com
asianitg.com
Products Filled: C,E,G

Ozturk Ilac San. Tic. Ltd. Sti
Istanbul - Hadimkoy, Turkey
90-530-1771-330
nevat@ozturkilac.com
ozturkilac.com
Products Filled: A,C,D,E,G,H,I

Paragon Nordic
Valletuna, Sweden
46-8-511-888-00
info@paragonnordic.com
paragonnordic.com

Pax Australia Pty. Ltd.
(One Asia Network)
Ingleburn, NSW, Australia
61-2-9-829-2322
paulc@paxaus.com.au
paxaus.com.au
Products Filled: A,B,C,D,E,G,H,I

Perfect Aerosol Valve PVT. Ltd.
Mumbai-Maharashtra, India
+91-22-2300-3232/3/4
bhogilal.patel@asianitg.com
asianitg.com
Products Filled: C,D,E,G



Pharmasol Corp.
South Easton, MA
508-238-8542
hkatzen@pharmasol.com
pharmasol.com
Products Filled: G,H

PLA Aerosol A.S.
Istanbul, Turkey
90 282 674 53 88
info@plae.eu
plae.eu
Products Filled: A,C,D,E,G,I,J

PLZ Corp.
Downers Grove, IL
630-543-7600
info@plzcorp.com
plzcorp.com
Products Filled: A,B,C,D,E,F,G

Premier Aerosol Packaging, Inc.
Valley View, OH
216-674-1590
mmandat@premieraerosol.com
premieraerosol.com
Products Filled: A,D,F

Price-Driscoll Corp.
Waterford, CT
800-442-3575
sales@price-driscoll.com
price-driscoll.com
Products Filled: D

Prime Matter Labs
Miami, FL
305-625-4929
sales@primematterlabs.com
primematterlabs.com
Products Filled: G

Product Quest Mfg., LLC
Daytona Beach, FL
386-239-8787
matth@pqmfg.com
pqmfg.com
Products Filled: G

Productos Quimicos FM 2005 S.L.
Hernani, Basque Country, Spain
+34-943-33-17-33
fm@productosfm.com

sprayfm.com
Products Filled: A,D,F

Proersa Aerosoles, S.A.
Barcelona, Spain
+34-9377714225
info@proersa.com
proersa.com
Products Filled: A,C,D,E,F,G

QuestSpecialty Corp.
Brenham, TX
713-896-8188
info@questspecialty.com
questspecialty.com
Products Filled: A,C,D,E

Reabrook Mfg.
Swadlincote, Derbyshire, UK
+44 01283-227333
enquiries@reabrook.co.uk
reabrookmanufacturing.co.uk
Products Filled: A,C,D,E,F,J

Reabrook Health & Beauty
Swadlincote, Derbyshire, UK
+44 01283-227222
health&beauty@reabrook.co.uk
reabrookhb.co.uk
Products Filled: E,G,J

Reticol SAS
Barranquilla, Colombia
+57 605 3197506
servicliente@reticol.com.co
reticol.com
Products Filled: A,C,D,E,G,H,I

Royal Sanders
Vlijmen, Netherlands
0031-735187187
info@royalsanders.nl
royalsanders.com
Products Filled: C,D,G,H

Rudolph Dankwardt GmbH
Hamburg, Germany
49 40 528 734-0
dankwardt@ruda.de
ruda.de
Products Filled: H

Rumenco Ltd. t/a Nettek
Rochester, Kent, UK
+44 (0) 1634 257150
info@net-tex.co.uk
net-tex.co.uk
Products Filled: A,D,E,J

Schafco Packaging Co. Inc.
Schaefer Paint Co. Inc.
Ronsks, PA
717-687-7017
sales@schafco.com
schafco.com
Products Filled: A,C,D,F

Sciara Laboratories, Inc.
Hicksville, NY
516-933-7853
administration@sciarylabs.com
sciarylabs.com
Products Filled: H

Security Equipment Corp.
Fenton, MO
636-343-0200
mance@sabrerred.com
sabrerred.com
Products Filled: C,E,I

SEM Products, Inc.
Rock Hill, SC

803-207-8231
milunski@semproducts.com
semproducts.com/spraymag
Products Filled: A,C,D,F

Shanghai Daizo Aerosol Co., Ltd.
(ACOA, One Asia Network)
Shanghai, China
86-13761250533
h-hayashi@com.daizo.co.jp
Products Filled: C,D,G

Shield Packaging Co., Inc.
Dudley, MA
508-949-0900
wbennett@shieldpackaging.com
shieldpackaging.com
Products Filled: A,C,D,E,F,I

Signature Filling Co., LLC
St. Louis, MO
314-721-3750
info@signaturefillingcompany.com
signaturefillingcompany.com
Products Filled: B,C,D,E,G,I

Sintaryc Saic
Buenos Aires, Argentina
0054-237-463-2976
ventas@sintaryc.com.ar
sintaryc.com.ar
Products Filled: C,G

Slide Products
Wheeling, IL
800-323-6433
pmccue@slideproducts.com
slideproducts.com
Products Filled: D

Slip Quimica IND E COM Ltda
Diadema, Brazil
55 11 40751000
slip@slip.com.br
slip.com.br
Products Filled: A,B,C,D,E,F,G,J

Sluyter Co. Ltd.
Toronto, ON, Canada
(905) 475-6011
orders@sluyter.com
sluyter.com
Products Filled: D,F

SolChim srl
Fiesco, Italy
39-0374-375-711
info@volcke-aerosol-connection.com
volcke-aerosol-connection.com
Products Filled: B,D,G, H

Sora Cosmetics
Istanbul, Turkey
90 212 738 84 64
info@soracosmetics.com
soracosmetics.com
Products Filled: G

Southern Aerosols
Cleveland, NC 704-278-9800
sales@southernaerosols.com
southernaerosols.com
Products Filled: A,D,F

Spanjaard Ltd.
Johannesburg, South Africa
27-11-386-7100
sales@spanjaard.biz
spanjaard.biz
Products Filled: A,B,C,D

Specialty Aerosols
The Sherwin-Williams Co.
Cleveland, OH
216-332-1428
fjabraham@sherwin.com
specialtyaerosols.com
Products Filled: A,C,D,E,F,J



Spray Products Corp.
Plymouth Meeting, PA
800-771-7140
info@sprayproducts.com
sprayproducts.com
Products Filled: A,C,E,F,J

Spray Quimica C.A.
La Victoria, Aragua, Venezuela
58-212-2399479, 2396419
apons@sprayquimica.com
sprayquimica.com
Products Filled: A,C,D,F,G

The Starco Group
Vernon, CA
323-266-7111
sales@thestarcogroup.com
thestarcogroup.com
Products Filled: A,B,C,D,E,F,G,H,J

TEC Industries
Saint Remy-de-Provence, France
33 (0)4 90 92 74 70
commercial@tec-industries.com
aerosolstechniques.com
Products Filled: A,D

Tecnosol, S.A. de C.V.
Naucalpan, Mexico
52-55-55-76-70-93
efigueroa@tecnosolsa.com
tecnosolsa.com
Products Filled: A,C,D,E,F,G,I,J

Technical Chemical Co.
Cleburne, TX
817-645-6088
customerservice@technicalchemical.com
technicalchemical.com
Products Filled: A,C,D

Thai Daizo Aerosol Co., Ltd
(ACOA, One Asia Network)
Chonburi, Thailand
+66-3845-8680
sales-center@thaidaizo.com
thaidaizo.com
Products Filled: C,D,G

TOSVAR S.r.l.
Pozzo d'Adda, Milan, Italy
+390290960189
gloria.gioia@tosvar.it
tosvar.it
Products Filled: A,C,D,E,G,J

Total Pack
(ACOA - Alliance of Colep & One Asia)
São Paulo, Brazil
enquiries@colep.com

Toyo & Deutsche Aerosol GmbH
Neutraubling, Germany
+49 9401 607 940
info@td-aerosol.com
td-aerosol.com/en
Products Filled: G

Toyo Filling International Co., Ltd.
Rayong, Thailand
6637-650-290 Ext. 311
wiphawadee@tfi.co.th
toyo.co.jp
Products Filled: G



Tri-Pac Inc.
South Bend, IN
574-855-2197
sales@tri-pac.us
tri-pac.us
Products Filled: B,C,G,H

Trichema AG
Baar, Switzerland
41-41-7680202
info@trichema.ch
trichema.ch



ValenSil Technologies
Avon, OH
440-937-8181
joconnor@valensil.com
valensil.com
Products Filled: A,C,D,E,F,J

Vario-Pack
Engen, Germany
49-0-7733-97055
info@vario-pack.de
vario-pack.eu

Vema Industrie-Verpackung
GmbH & Co. KG
Neusass, Germany
49-821-4605300
info@vema-industrieverpackung.de
vema-industrieverpackung.de

Vibro Pharma Pvt. Ltd.
Mumbai, India
91-22-6662-4543
vppl@vsnl.com
vibropharma.com
Products Filled: B,H,J

Visual Pak
Waukegan, IL
877-689-0001
sales@visualpak.com
visualpak.com
Products Filled: A,C,D,G

Volcke Aerosol Co. NV
Kuurne, Belgium
+32 (0)56351723
info@volcke-aerosol-connection.com
volcke-aerosol-connection.com
Products Filled: A,C,D,E

Voyant Beauty
Chicago, IL
708-482-8881
info@voyantbeauty.com
www.voyantbeauty.com
Products Filled: C,G

Wear Valley Aerosols
Durham, UK
01388-77-22-50
sales@gpaerosols.co.uk
gpaerosols.co.uk
Products Filled: A,C,D,G,I

Wisconsin Pharmacal Co.
Jackson, WI
262-677-7100
customerservice@pharmcalway.com
pharmcalway.com
Products Filled: B,C,D,E,G,H,J

Zellaerosol GmbH
Zell, Germany
49-7625-92530
info@zellaerosol.de
zellaerosol.de
Products Filled: A,C,D,F,G,H,J

Zhangjiagang Daizo Aerosol Co., Ltd.
(ACOA, One Asia Network)
Zhangjiagang City, China
86-13761250533
h-hayashi@com.daizo.co.jp
Products Filled: C,D,G

A = Automotive
B = Food
C = Household
D = Industrial
E = Insecticide
F = Paint
G = Personal
H = Pharmaceutical
I = Self Defense
J = Veterinary