

New Product Manufacturing Considerations

Presented to
Midwest Aerosol Association
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Goals:

- Develop a better understanding of the process surrounding the manufacture of your package.
- Identify the timelines and constraints surrounding this process.
- Develop strategies and information to deliver your product to the marketplace on time and within budget.

Manufacturing's Goals

How can I best facilitate and serve my customer's needs!

- Versatility – How can I make everybody happy!
- Efficiencies - Wide base of products as quickly and timely as possible.
- Vision for the Future - Line efficiencies, Synergies, facility upgrades and improvements!
- Commitment – Quality, Improvement, & Change!

How do we get there from here? (The Concept to the definite!)

- Ideas, concepts, and thoughts

- A team approach

Customer + Supplier + Manufacturer = Success

How do we get there from here?

Formula – Considerations

- Stability (Do I have too? – YES!)
- Characteristics & Properties (How does this stuff behave)
- Success Criteria (Is it a look, a feel, a function)

How do we get there from here?

Concentrate Filling

What type of device is needed for filling?

Where will this take place?

How will this take place?

How do we get there from here?

- Packaging design, function, and efficiency

What do I want to have?

What do I need to have?

What will I settle for?

How do we get there from here?

- Shelf Stable
- Regulatory Compliance
- Robust Design
- Decoration Methods & Decisions
- Equipment compatibility
- Component Supply Chain
- Proven Track Record (sales, trends, orders, etc...)

Manufacturing Process

Concentrate & Fragrance Filling

Insertion of Dispensing Valves

Propellant Charging

Sealing the container

Manufacturing Process

Quality Testing

Water bath Processing

Actuator & Cap placement

Packing & Stacking

How do we get there from here?

- Shelf Stable
- Regulatory Compliance
- Robust Design
- Decoration Methods & Decisions
- Equipment compatibility
- Component Supply Chain

How do we get there from here?

- Initial contacts – Personnel & Facilities (lead time = minimum 12 weeks)
- Specifications - Approval, Entry, & Publication (lead time = minimum 2 weeks)
- Quotation – Formalized quotation (2 weeks after specifications are approved)

How do we get there from here?

- Order Entry/Production planning – Based on longest lead-time component (6 – 25 weeks)
- Production Run – within seven days of receipt of last component (1 week)
- Release or Testing Requirements – (1 week)

**TOTAL LEADTIME INVESTMENT for a
“production ready product”
33 ½ weeks**

Strategies and Information for New Product Design

- Approach your relationship with your Contract Packager as a partnership!
- Use a Team approach towards new development projects, include your vendors!
- Involve your Contract Packaging Partner Early in the development stage!

Thank You

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