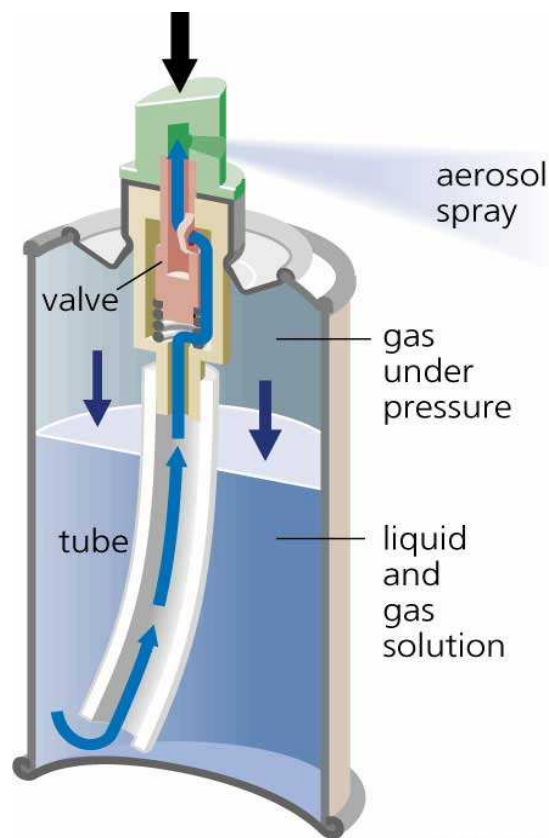


# Aerosols 101

- Aerosols – What we mean by Aerosol
- Aerosols is a commonly used term for a pressurized container which releases a spray when activated
- The aerosol package is – convenient ,easy to use, controlled application, compact, long lasting ,uniform spray, recyclable
- History of aerosols – Post World War 2 commercialization valve staked into a “ beer can”
- 1949 – The first one inch aerosol valve is introduced
- Aerosols become inexpensive and practical

# Aerosols 101

## Aerosol Operation



Precision Graphics

Push down on the actuator which moves the stem down.

This breaks the seal between the stem and gasket.

The stem orifice is exposed to the product / propellant in the container.

Pressure inside the container pushes the product thru the valve to produce a spray.

By releasing the actuator, the spring returns the stem orifice to the sealed position.

# Aerosols 101

- The 5 W's
- Who – Your supplier KG Packaging & Spray Pak
- One of the oldest contract packaging company in Canada since 1966
- Top 5 contract packagers in North America in Service Quality , Competitive Pricing ,R&D , Regulations , State of the Art flexible manufacturing capabilities in our four “Centers of Excellence” facilities
- Speed to Market is a core competency for us to better serve our customer's needs

# Aerosols 101

- **Why** – The aerosol can is the most sophisticated mass produced package in the world
- No dilution , no spillage, no cross contamination, always ready , more pressure for those hard to reach areas , more environmentally friendly package than plastic
- **When** – Can be used at any time , always ready
- **What** – An aerosol for every need – Pharmaceutical ,hair, food, janitorial , industrial, automotive etc.
- **Where** – Anywhere , anytime ,millions of applications everyday ( see list of candidates and products

# Aerosols 101

- **General Statement** – There are certain products that can be sold into any environment
- **Example** – Air Freshener hand held or metered are used in just about every single business
- **We suggest that** – If you have the opportunity sell the metered since you will have automatic repeat business every month. Other such products would be glass cleaner all purpose cleaners etc.