



# WORLD AEROSOLS

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An aerial view of the Cleveland facility

# Formulated Solutions poised for continued growth as pharmaceutical companies seek CDMOs in target markets

**Formulated Solutions plans to invest more than \$40 million (€37.6m) into its recently acquired production site in Cleveland, Tennessee**

**D**ue to a variety of macroeconomic conditions impacting manufacturing and global supply chains, pharmaceutical companies are being forced to navigate rising costs and a high degree of uncertainty. As a result, many are finding it in their best interest to partner with contract development and manufacturing organisations (CDMOs) in their desired markets to shorten the supply chain, streamline operations and reduce turn time and risk.

Formulated Solutions said it has redefined the pharmaceutical and self-directed consumer health care experience for 24 years through creativity and innovation. As it continues to deliver for its global partners as a world-class CDMO, it added it was stepping up its game with the acquisition of a new FDA-approved aerosol, bag-on-valve (BoV) and liquids filling facility.

“Formulated Solutions stands ready to help global pharma partners meet the quickly escalating demand for North



Scott Carpenter

American-produced products and avoid some of those unpredictable challenges that many have encountered recently with freight forwarding,” said Scott Carpenter, vice president of marketing and partner innovations.

“With the recent acquisition of our new production site in Cleveland, Tennessee, we’ve significantly increased our capacity in the formulation, blending and production of topical, nasal and liquid oral dose applications with plans to make significant investments in infrastructure including blending, filling and warehousing capacity.”

The company’s new 455,000 square-foot manufacturing facility already boasts comprehensive capabilities in the production and packaging of over the counter, medical device and branded Rx pharmaceutical consumer self-care formulations. However, Formulated Solutions said it still plans to invest more than \$40 million (€37.6m) of additional capital into the space to add even more value.

The company went on to say that its manufacturing sites provide partners with a wide array of multi-site capabilities, including a combined 15 work cells and blending suites, two aerosol lines, six bag-on-valve aerosol lines, 11 tube-filling lines, eight liquid-fill lines, as well as seven quality control, analytical research, microbiology and development laboratories.

Specialising in topicals, metered dose nasal sprays, and pressurised package manufacturing, Formulated Solutions said it is in the process of adding more high-speed nasal spray and aerosol lines that will increase capacity and position itself and its partners to meet the rapid demand they are experiencing for consumer health care products.



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“While we are seeing strong demand across all of the product forms we support, aerosols and nasal sprays seem to be particularly strong contributors to the product pipeline,” Carpenter explained. “The investments we are planning in these areas, along with high-speed tube filling, cartoning, serialisation, and more are just the tip of the iceberg regarding the investment we are making to support our current and prospective partnerships.”

According to the organisation, the enhancements being made at its new facility support Formulated Solutions’ plans to grow the company to more than 1,200 team members, which will allow it to dramatically expand aerosol production capabilities and increase its footprint in development, packaging and manufacturing of liquid, semi solids and pressurised dispensing.

Even more important than being able to tap into specialised expertise and simplify operations, ensuring that products meet the highest quality standards and regulatory requirements should be top priorities for all companies seeking out a CDMO in the US, the company said.

With the acquisition of its second US production facility, Formulated Solutions believes it is poised to exceed those expectations and serve as a single-source solution that begins with an innovative, adherence-focused consumer self-care concept and ends with a fully validated finished product, lab tested and ready for distribution.

Continued investment in production capacity and capabilities enables Formulated Solutions to accommodate those looking to more effectively and efficiently expand their offerings in the United States, according to the firm.

In doing so, it said it is setting its global partners up for success in navigating, overcoming and even avoiding some of the unforeseen challenges that may impact the industry by giving them a way to serve their customers from a more globally diversified portfolio of CDMO sites.

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The front of the recently acquired facility in Cleveland