

# Spot and Stain Removers: Data Correlations for Sales Drivers and Consumer Targeting

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## Abstracts

Stain removers offer laundry care brands a way to create incremental value and increase the “cost-per-wash” in each household. The strategic alternative is converting users to more advanced and expensive detergents that use premium ingredients. This report breaks out variables affecting the consumer decision and propensity to spend on stain removing agents (in-wash and pre-wash separately) and gives a statistically informed view on the ideal target household for behaviour and characteristics.

Euromonitor International's Spot and Stain Removers: Data Correlations for Sales Drivers and Consumer Targeting global briefing offers an insight into to the size and shape of the Home Care market, highlights buzz topics, emerging regions, countries and categories as well as pressing industry issues and white spaces. It identifies the opportunity zones within home care, analyses leading companies and brands and offers strategic analysis of major factors influencing the market - be they new product developments, packaging/ format /ingredients innovations, economic/lifestyle/environmental influences, distribution or retail pricing issues. Forecasts illustrate how the market is set to change and criteria for success.

**Product coverage:** Air Care, Bleach, Dishwashing, Home Insecticides, Laundry Care, Polishes, Surface Care, Toilet Care.

**Data coverage:** market sizes (historic and forecasts), company shares, brand shares and distribution data.

## Why buy this report?

Get a detailed picture of the Home Care market;

Pinpoint growth sectors and identify factors driving change;

Understand the competitive environment, the market's major players and leading brands;

Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.

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