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"The pest control market has slowed. While there are



heightened concerns about insect-borne diseases, the market is maturing. Consumers are trading down to private label products, while more depend on professional services, which have moderated growth of the consumer product side of the market." - Jamie Rosenberg, Senior Global Analyst,

Household & Personal Care

This report looks at the following areas:

- Pest control services drive growth as products struggle
- Private label grows as innovation lags

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DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



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Outdoor vacationers represent a lucrative segment

Gardening enthusiasts are highly vulnerable to ticks

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Warmer weather is sending termites north

There is an urban/rural divide for Lyme disease, but infections still grow among city dwellers

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Private label growth outstrips brands

Device growth continues, but at a slower pace.

Brands respond to consumer need with natural formulas

Spectrum's outdoor portfolio saw a big decline

Repellent clothing could be disruptive

Pest control devices will merge with other products

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Private label growth outstrips brands

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Repellent clothing could be disruptive

Figure 19: Interest in clothing treated with insect repellent, June 2018

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Roaches plague urbanites, renters, and Southerners the most

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Parental status drives product usage

Speed and safety are the most desired attributes

Parents and Hispanics are most concerned about disease and are increasing their usage

Long-lasting preventive benefits will grow professional services

There's room to innovate better on-the-go repellent application

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Parents and Hispanics are most concerned about disease and are increasing their usage

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There's room to innovate better on-the-go repellent application

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