



Adhesive & Sealant survey

Germany, Spain & Finland

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METHODOLOGY



Methodology

Method

- Online questionnaire, via online panel
- Monthly field period, reported quarterly: 12/01/15 20/01/15.
- Countries: Germany, Spain & Finland

Sample size:









n = 1516

n = 512

n = 503

n = 501

Population & Quota:

- For each country, we have invited a national representative gross sample to participate to the survey.
 - The sample was representative on age & gender.
- From our gross sample, we have only selected our target population: people who have used at least one type of glue in the past year.
 - We have looked at the distribution of our target population on age & gender.
 - Participants who did not belong to our target population where then screened out of the sample.
- Our final ('net') sample is our target group.
 - This sample is reweighted so that it is representative of the target population age & gender nested.

Symbols used in the report:

- Significance differences between countries:
- Low sample size (< 30):





Methodology

Error margins

- · The margin of error defines the radius of the confidence interval for a particular statistic, i.e. the maximum shift in the statistic when extrapolating to the whole population.
- · As exemplified below, a lower sample size for a particular statistic results in a higher margin of error:

Samp	le size

5	10	20	30	50	100	200	400	800	1000	1500
43,8%	31,0%	21,9%	17,9%	13,9%	9,8%	6,9%	4,9%	3,5%	3,1%	2,5%

Margin of error*

*considering a 95% confidence level and a sample percentage on 50%

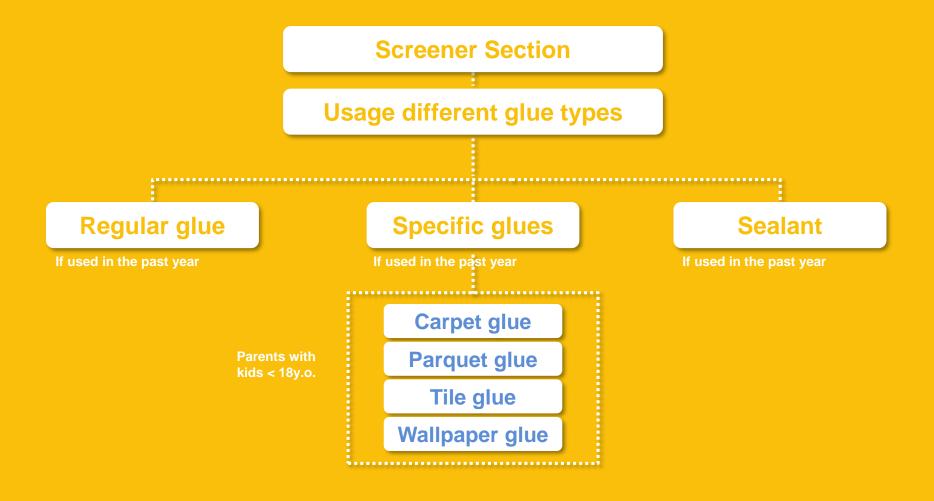
Considering the samples used in the study:

	Regular glue	Parquet glue	Carpet glue	Tile glue	Wallpaper glue	Sealant
	n=1456	n=111	n=121	n=254	n=365	n=688
	2,6%	9,3%	8,9%	6,1%	5,1%	3,7%
	n=495	n=54	n=53	n=67	n=147	n=227
	4,4%	13,3%	13,5%	12,0%	8,1%	6,5%
	n=469	n=47	n=53	n=164	n=162	n=317
	4,5%	14,3%	13,5%	7,7%	7,7%	5,5%
1	n=492	n=10	n=16	n=23 🗘	n=57	n=144
	4,4%	31,0%	24,5%	20,4%	13,0%	8,2%





Questionnaire Structure







USAGE OF DIFFERENT GLUE TYPES



Regular glue was used by the most people in the past year. Penetration is the highest in Germany. Spain has a higher penetration of tile glue compared to other countries. Wallpaper glue is less used in Finland.

Usage of all glue types | Past 12 months penetration

Q2: Have you ever used any of the following glue types? n (total) = 1870 / n (DE) = 574/ n (SP) = 643 / n (FI) = 653 | Filter = Gross Sample

	Regular glue I have used this	Parquet glue S glue less than	Carpet glue a year ago	Tile glue	Wallpaper glue
	78%	7%	8%	15%	23%
	87%	10%	11%	13%	30%
	73%	8%	9%	28%	30%
•	75%	3%	3%	5%	10%



In Europe, parquet glue, tile glue and carpet glue are more used by men and 20-35y.o. Wallpaper glue and regular glue are used by both gender groups.



Usage of all glue types | Profile of the EU users

Q: Have you ever used any of the following glue types? Q: Have you used a sealant in the last 12 months? Filter = net sample





For most of the glue types, there is no clear winning type of container, except for the sealant where we see that 6 in 10 are using the medium cartridge.



Overview of the most used containers per type of glue | EU



When using regular glue, only a minority of the Europeans is using tools or protective clothing. Specific glue types and sealant are more often combined with tools and protective clothing.

Attitudes towards safety | EU

	Regular glue n=1456	Parquet glue n=111	Carpet glue n=121	Tile glue n=254	Wallpaper glue n=365	Sealant n=688
Used at least once a month	64%	41%	31%	29%	26%	23%
Use tools	16%	78%	82%	91%	88%	78%
Brush	3%	14%	15%	7%	50%	7%
Trowel / Spatula	7%	43%	56%	76%	29%	30%
Glue (sealant) gun	4%	19%	13%	8%	6%	44%
Use protective clothing Protective gloves	9% 6%	53% 38%	52% 37%	48% 38%	37% 24%	29% 24%
An overall or smock	1%	24%	21%	19%	18%	10%
Protective glasses	1%	16%	11%	10%	5%	4%
Used in a ventilated space	44%	82%	84%	84%	68%	77%
Skin contact	48%	50%	53%	46%	63%	46%





In Germany, it's mainly men who are using the more specific types of glue. Compared to parquet, carpet and tile glues, wallpaper glue and sealant are more popular amongst the 50+ group.



Usage of all glue types | Profile of the German users

Q: Have you ever used any of the following glue types? Q3: Have you used a sealant in the last 12 months? Filter = net sample



In Germany, parquet glue is mostly bought in bucket and tile glue in bags. The jar is used by a minority for carpet glue, as well as the can for wallpaper glue and the tube for sealant.



Overview of the most used containers per type of glue | Germany



Most of the specific glue types are used with tools: especially the trowel for carpets and tiles and the brush for wallpaper. Only 1 in 3 and 1 in 4 is using protective clothing when applying wallpaper glue or sealant.

Attitudes towards safety | Germany

	Regular glue n=495	Parquet glue n=54	Carpet glue n=53	Tile glue n=67	Wallpaper glue	Sealant n=227
Used at least once a month	74%	43%	26%	22%	11%	19%
Use tools	12%	77%	82%	94%	97%	79%
Brush	2%	13%	13%	7%	73%	4%
Trowel / Spatula	6%	47%	62%	81%	14%	31%
Glue (sealant) gun	5%	15%	11%	11%	4%	46%
Use protective clothing	7%	60%	58%	46%	32%	23%
Protective gloves	4%	42%	39%	31%	13%	16%
An overall or smock	2%	29%	32%	25%	21%	11%
Protective glasses	1%	16%	9%	10%	4%	3%
Used in a ventilated space	52%	91%	89%	82%	67%	81%
Skin contact	44%	56%	56%	68%	82%	59%



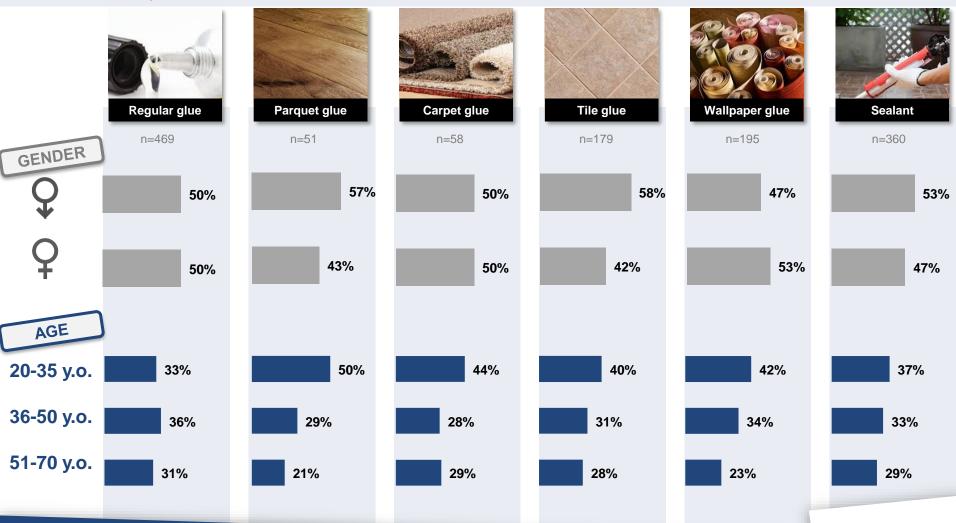


In Spain, we see that more specific types of glues are rather used by 20-35y.o. than elderly people. Especially men are more using the parquet and tile glues.



Usage of all glue types | Profile of the Spanish users

Q: Have you ever used any of the following glue types? Q3: Have you used a sealant in the last 12 months? Filter = net sample





In general, we see quite a good spread over the different types of container per type of glue. Less used though are the tube for regular glue & sealant and the bucket for carpet and wallpaper glues.



Overview of the most used containers per type of glue | Spain



Almost 1 in 4 spanish has used tools with regular glue. For specific glue types, usage of tool is much bigger. Less than half of the people have used protective clothing.



Attitudes towards safety | Spain

	Regular glue n=469	Parquet glue	Carpet glue n=53	Tile glue n=164	Wallpaper glue n=162	Sealant n=317
Used at least once a month	66%	38%	43%	33%	43%	28%
Use tools	23%	77%	79%	88%	77%	81%
Brush	5%	15%	15%	7%	28%	9%
Trowel / Spatula	12%	36%	49%	73%	44%	30%
Glue (sealant) gun	5%	26%	19%	7%	8%	48%
Use protective clothing	15%	43%	45%	45%	40%	31%
Protective gloves	9% 2%	30% 17%	30% 13%	37% 13%	30% 14%	25% 9%
An overall or smock	2%	15%	10%	9%	6%	4%
Protective glasses Used in a ventilated space	60%	74%	77%	85%	77%	81%
Skin contact	46%	47%	51%	37%	43%	38%

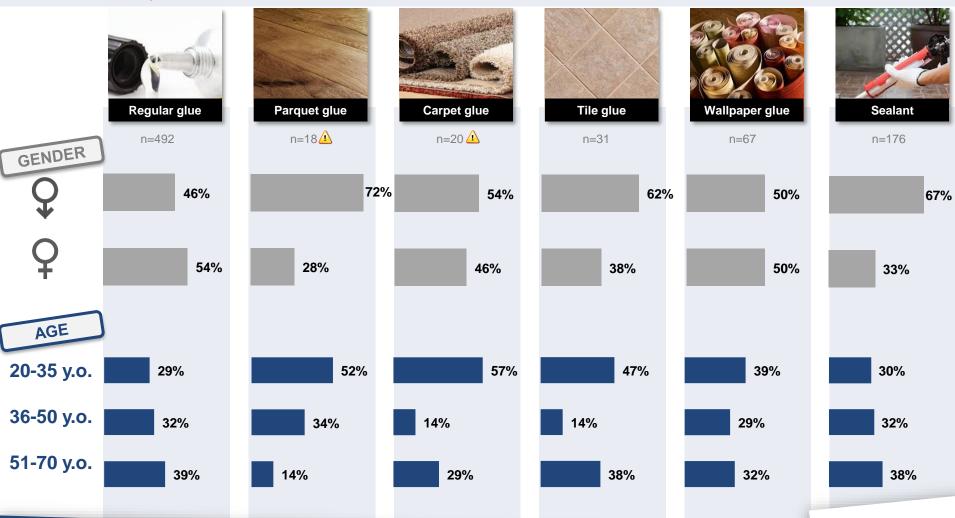




In Finland, all specific glues except wallpaper glue are mostly used by men. Usage of parquet, carpet and tile glue is mainly amongst 20-35y.o., while other types of flue are more equally spread over age groups.

Usage of all glue types | Profile of the Finish users

Q: Have you ever used any of the following glue types? Q3: Have you used a sealant in the last 12 months? Filter = net sample







Compared to other countries, the stick is more used in Finland as a container for regular glue. The box is almost never used for wallpaper glue.

Overview of the most used containers per type of glue | Finland



In Finland, the vast majority of those using specific glues have used tools. But only 3 to 4 in 10 have used protective clothing when applying wallpaper glue or sealant.

Attitudes towards safety | Spain

	Regular glue	Parquet glue	Carpet glue	Tile glue	Wallpaper glue	Sealant
	n=492	n=10 🔔	n=16 🔼	n=23 🔼	n=57	n=144
Used at least once a month	53%	45%	11%	20%	11%	19%
Use tools	14%	83%	94%	100%	98%	70%
Brush	2%	19%	23%	12%	57%	8%
Trowel / Spatula	4%	54%	65%	76%	24%	26%
Glue (sealant) gun	2%	10%	0%	0%	3%	36%
Use protective						
clothing	6%	64%	59%	80%	41%	35%
Protective gloves	4%	56%	53%	64%	30%	32%
An overall or smock	0%	27%	11%	43%	19%	12%
Protective glasses	1%	28%	18%	20%	6%	4%
Used in a ventilated space	20%	64%	95%	83%	40%	59%
Skin contact	52 %	27%	47%	47%	71%	45%







ZOOM ON REGULAR GLUE

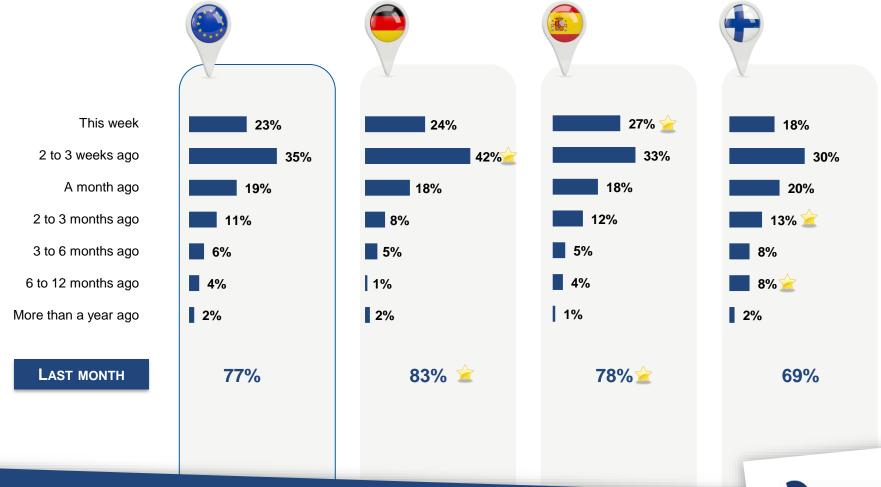


3 in 4 Europeans have used regular glue in the last month. This is even bigger for Germans and Spanish.

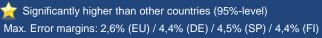
Regular glue usage | Last time usage



Q: We now would like you to think back to <u>the last time</u> you have used any of those glues. When was this? n (EU) = 1456 / n (DE) = 495 / n (SP) = 469 / n (FI) = 491 | Filter = Has used regular glue in the past year









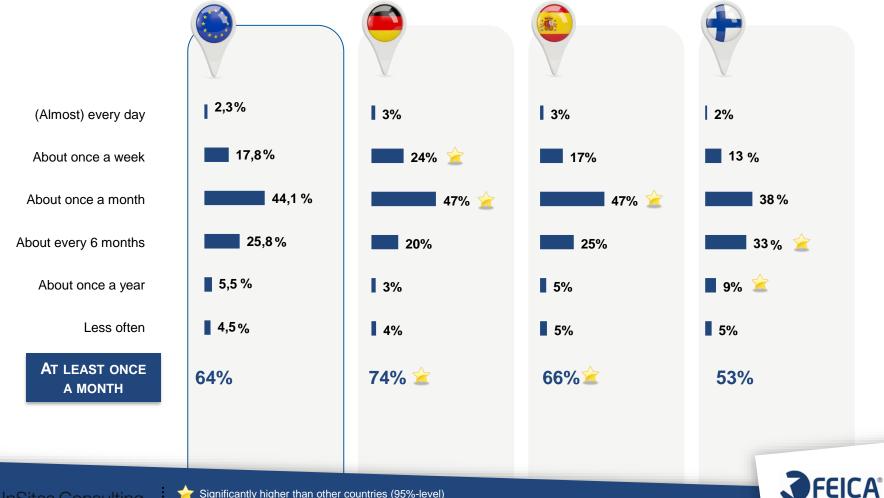
In Europe, 2 in 3 are using regular glue at least once a month. Especially Germans and Spanish are using it more frequently.

Regular glue usage | Frequency of usage

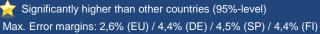
Regular glue

Q: How often do you use this type of glue?

n (EU) = 1456 / n (DE) = 495 / n (SP) = 469 / n (FI) = 492 | Filter = Has used regular glue in the past year





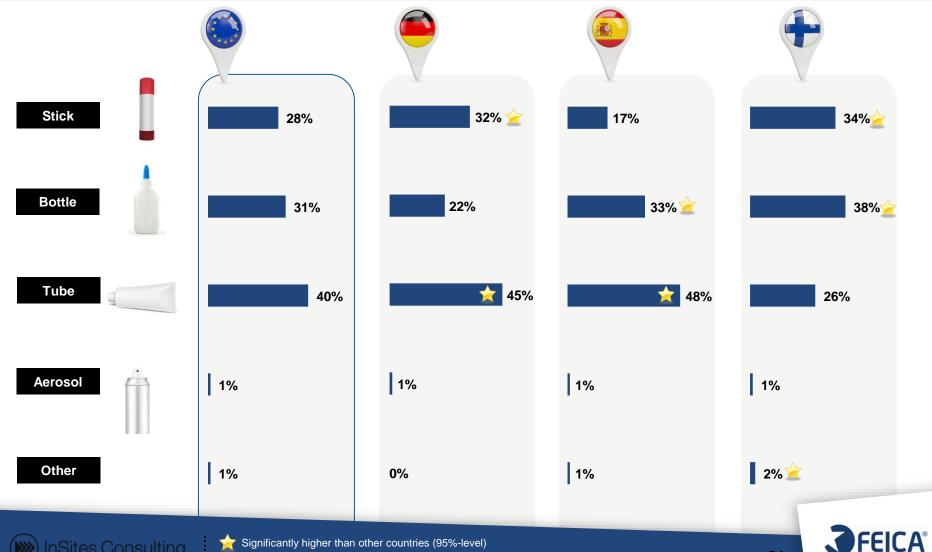


In EU, the tube is the most used container (by 4 in 10). The aerosol is only used by a minority. However, we see that in Finland, the bottle and the stick are more used over the tube.

Regular glue usage | Container used



Q: Could you please indicate the type of container the glue was in when doing your last glue job? n (EU) = 1456 / n (DE) = 495 / n (SP) = 470 / n (FI) = 492 | Filter = Has used regular glue in the past year



Most of the time, Europeans opt for a medium-sized container, whatever the container is. The only exception is for the spanish using a bottle. They mostly take a small bottle.

Regular glue usage | Size of the container used

Regular glue

Q: Can you please indicate the **size of the container** you have used for your last glue job? Filter = Has used regular glue in the past year & in the specific container

		Small	Medium	Large									
Stick Small: ca. 10g. Medium: ca. 20g. Large: ca. 40g.	n = 403 n = 157 n = 78 n = 168	16%	67%	17%	11%	69%	20%	12%	67%	22%	23%	66%	11%
Small: ca. 100g. Medium: ca. 250g. Large: ca. 1Kg.	n = 445 n = 107 n = 154 n = 185	44%	46%	10%	38%	60%	2%	(59%)	35%	5%	35%	47%	18%
Tube Small: ca. 10-20 ml. Medium: ca. 30-60 ml. Large: ca. 80-130 ml.	n = 576 n = 223 n = 227 n = 126	32%	46%	22%	28%	46%	26%	32%	47%	21%	39%	45%	16%
Aerosol Small: ca. 100 g. Medium: ca.250g. Large: ca. 500g.	n = 15 n = 7 n = 5 n = 3	7%	60%	33%	0%	57%	43%	20%	40%	40%	0%	100%	0%



Almost all people already had a previous experience with this type of glue. Aerosol is the only type of container for which we see that people were less experienced with before using it.

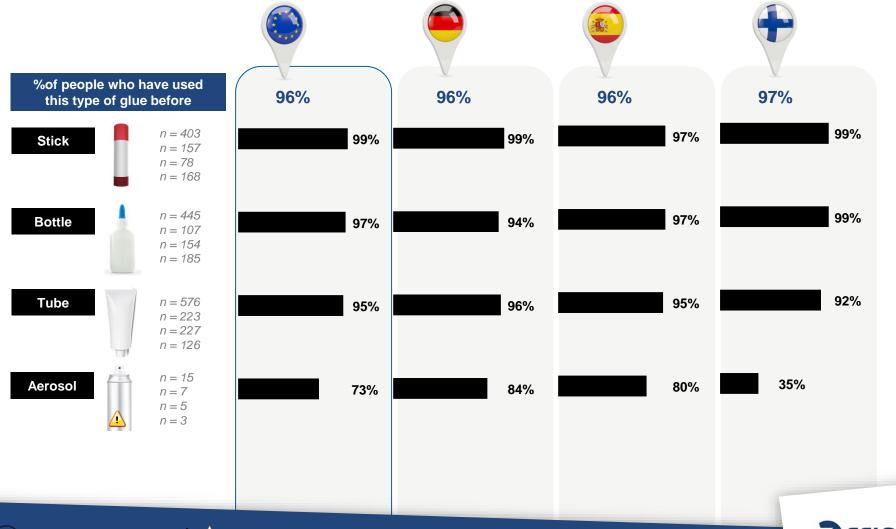
Reglar glue usage | Previous experience with the glue container



Regular glue

Q: Have you used the same type of glue before or was it the first time?

Total: n (EU) = 1456 / n (DE) = 495 / n (SP) = 469 / n (FI) = 492 | Filter: Has used regular glue in the past year & in the specific container







Especially when they use a stick to make the glue job, people use a small portion of the product. In Europe people use a little bit more of the product when they use a tube.

Regular glue usage | Portion of the product used

Regular glue

Q: How much glue did you use for this glue job?

n (EU) = 1457 / n (DE) = 496 / n (SP) = 469 / n (FI) = 493 | Filter: Has used regular glue in the past year & the specific container









				V			V				V				
Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small
3%	6%	11%	80%	3%	4%	6%	87%	5%	13%	21%	62%	1%	3%	13%	83%
4%	7%	18%	72%	2%	7%	19%	72%	8%	12%	26%	55%	2%	2%	10%	86%
5%	10%	22%	64%	3%	9%	13%	76%	7%	12%	32%	49%	4%	6%	19%	71%
7%	33%	36%	25%	0%	26%	61%	13%	0%	61%	20%	19%	35%	0%	0%	65%
	3% 4% 5%	3% 6% 4% 7% 5% 10%	3% 6% 11% 4% 7% 18% 5% 10% 22%	3% 6% 11% 80% 4% 7% 18% 72% 5% 10% 22% 64%	3% 6% 11% 80% 3% 4% 7% 18% 72% 2% 5% 10% 22% 64% 3%	3% 6% 11% 80% 3% 4% 4% 7% 18% 72% 2% 7% 5% 10% 22% 64% 3% 9%	3% 6% 11% 80% 3% 4% 6% 4% 7% 18% 72% 2% 7% 19% 5% 10% 22% 64% 3% 9% 13%	3% 6% 11% 80% 3% 4% 6% 87% 4% 7% 18% 72% 2% 7% 19% 72% 5% 10% 22% 64% 3% 9% 13% 76%	3% 6% 11% 80% 3% 4% 6% 87% 5% 4% 7% 18% 72% 2% 7% 19% 72% 8% 5% 10% 22% 64% 3% 9% 13% 76% 7%	3% 6% 11% 80% 3% 4% 6% 87% 5% 13% 4% 7% 18% 72% 2% 7% 19% 72% 8% 12% 5% 10% 22% 64% 3% 9% 13% 76% 7% 12%	3% 6% 11% 80% 3% 4% 6% 87% 5% 13% 21% 4% 7% 18% 72% 2% 7% 19% 72% 8% 12% 26% 5% 10% 22% 64% 3% 9% 13% 76% 7% 12% 32%	3% 6% 11% 80% 3% 4% 6% 87% 5% 13% 21% 62% 4% 7% 18% 72% 2% 7% 19% 72% 8% 12% 26% 55% 5% 10% 22% 64% 3% 9% 13% 76% 7% 12% 32% 49%	3% 6% 11% 80% 3% 4% 6% 87% 5% 13% 21% 62% 1% 4% 7% 18% 72% 2% 7% 19% 72% 8% 12% 26% 55% 2% 5% 10% 22% 64% 3% 9% 13% 76% 7% 12% 32% 49% 4%	3% 6% 11% 80% 3% 4% 6% 87% 5% 13% 21% 62% 1% 3% 4% 7% 18% 72% 2% 7% 19% 72% 8% 12% 26% 55% 2% 2% 5% 10% 22% 64% 3% 9% 13% 76% 7% 12% 32% 49% 4% 6%	3% 6% 11% 80% 3% 4% 6% 87% 5% 13% 21% 62% 1% 3% 13% 4% 7% 18% 72% 2% 7% 19% 72% 8% 12% 26% 55% 2% 2% 10% 5% 10% 22% 64% 3% 9% 13% 76% 7% 12% 32% 49% 4% 6% 19%



In Europe, the amount of glue used does not really vary based on the size of the container.

Regular glue usage | Portion of the product used

Regular glue

Q: How much glue did you use for this glue job?

n (EU) = 1457 / n (DE) = 496 / n (SP) = 469 / n (FI) = 493 | Filter: Has used regular glue in the past year & the specific container

Stic	k	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< 1/2	Small	Most	1/2	< ½	Small
	Large (~40g)	9%	7%	12%	72%	13%	6%	0%	81%	6%	11%	42%	41%	5%	5%	5%	85%
	Medium (~20g) n=270 / 109 / 52 / 111	2%	5%	13%	80%	1%	5%	8%	87%	6%	13%	13%	68%	1%	2%	17%	80%
•	Small (~20g) n=66 / 17 / 9 / 40	0%	6%	6%	89%	0%	0%	0%	100%	0%	12%	21%	67%	0%	7%	5%	88%
Bott	e																
1	Large (~1kg)	11%	5%	7 %	77%	0%	0%	0%	100%	25%	26%	12%	37%	8%	0%	6%	86%
	Medium (~250g) n=205 / 65 / 55 / 86	4%	9%	22%	65%	3%	10%	25%	62%	11%	18%	33%	38%	0%	3%	13%	84%
	Small (~100g) n=199 / 42 / 91 / 65	2%	4%	16%	78%	0%	2%	12%	86%	4%	6%	23%	66%	0%	3%	8%	89%
Tub	е																
1	Large (~80-130ml) n=126 / 58 / 48 / 20	9%	12%	19%	60%	6%	10%	16%	68%	15%	19%	29%	37%	5%	0%	5%	90%
	Medium (~30-60ml)	2%	8%	25%	65%	0%	9%	10%	81%	5%	8%	38%	49%	1%	6%	25%	67%
	Small (~10-20ml) n=183 / 62 / 72 / 49	6%	10%	19%	65%	5%	8%	13%	74%	6%	14%	24%	56%	6%	8%	19%	68%
Aeros	sol																
4	Large (~500g)	0%	40%	23%	38%	0%	31%	38%	31%	0%	52%	0%	48%	-	-	-	-
	n=5/3/2/0 <u>(</u> Medium (~300g)	11%	32%	36%	21%	0%	23%	77%	0%	0%	100%	0%	0%	35%	0%	0%	65%
	n=9 / 4 / 2 / 3 <u>↑</u> Small (~100g) n=1 / 0 / 1 / 0 ↑	0%	0%	100%	0%	-	-	-	-	0%	0%	100%	0%	-	-		-



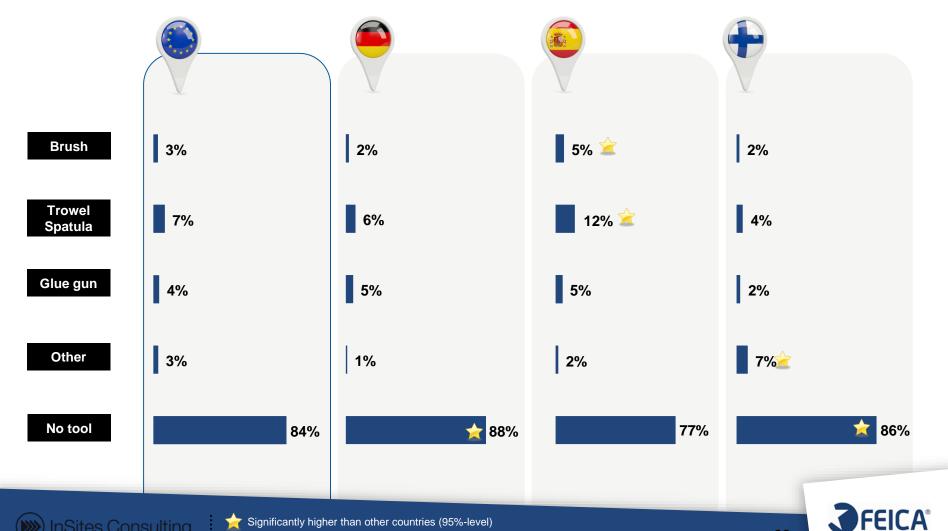


Regular glue

Regular glue usage | Application tool

Q: Did you use a specific tool to apply the glue?

n (EU) = 1456 / n (DE) = 496 / n (SP) = 469 / n (FI) = 492 | Filter = Has used regular glue in the past year



The stick is used the least with tools. The bottle and the tube are sometimes combined with a trowel or a spatula.

Regular glue usage | Application tool

Q: Did you use a specific tool to apply the glue?

Filter: Has used regular glue in the past year & in the specific container



Filter: Has used regular glue in the past year & in the specific container													
Stick	Brush	Trowel/ Spatula	Glue gun										
EU n=403 DE n=157 SP n=78 FI n=168	1%	1%	3%	2%	1%	3%	2%	5%	6%	0%	0%	1%	
EU n=445 DE n=107 SP n=154 FI n=185	4%	8%	4%	0%	7%	8%	8%	13%	5%	3%	4%	2%	
Tube EU n=576 DE n=223 SP n=227 FI n=126	3%	11%	3%	2%	9%	4%	4%	14%	4%	2%	9%	1%	
Aerosol EU n=15 DE n=7 SP n=5 FI n=3	19%	20%	13%	26%	13%	26%	20%	41%	0%	0%	0%	0%	



Regular glue

Regular glue usage | Place of usage and Ventilation

- Q: Was the glue job done indoors or outdoors? Filter: Has used regular glue in the past year
- Q: Did you use the glue in a well-ventilated area (e.g. you opened the windows)? Filter: Glue job done indoors







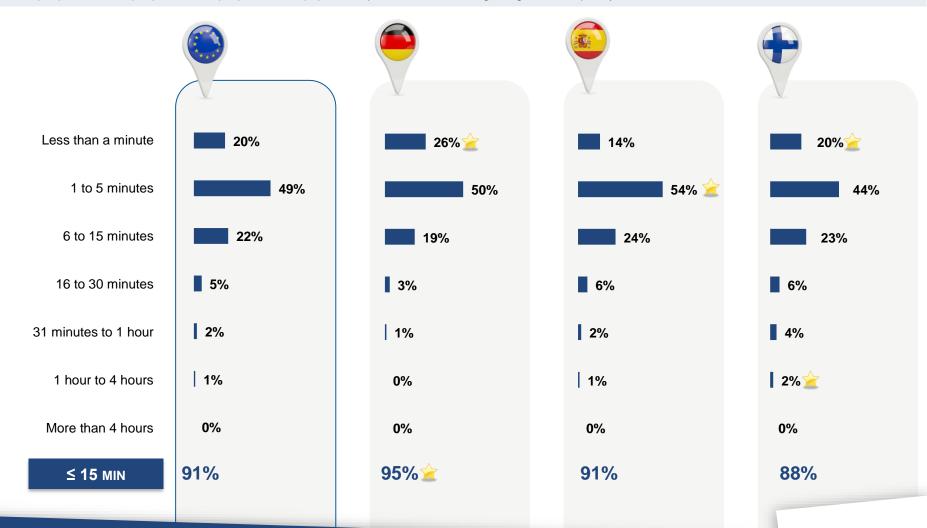
Using regular glue is mostly a quick job as it almost never last for more than 15 minutes. For 1 in 5 European it even lasts less than a minute.

Regular glue usage | Duration

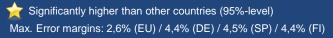
Regular glue

Q: In total, how long did it take you to do this glue job?

n (EU) = 1456 / n (DE) = 495 / n (SP) = 469 / n (FI) = 491 | Filter: Has used regular glue in the past year









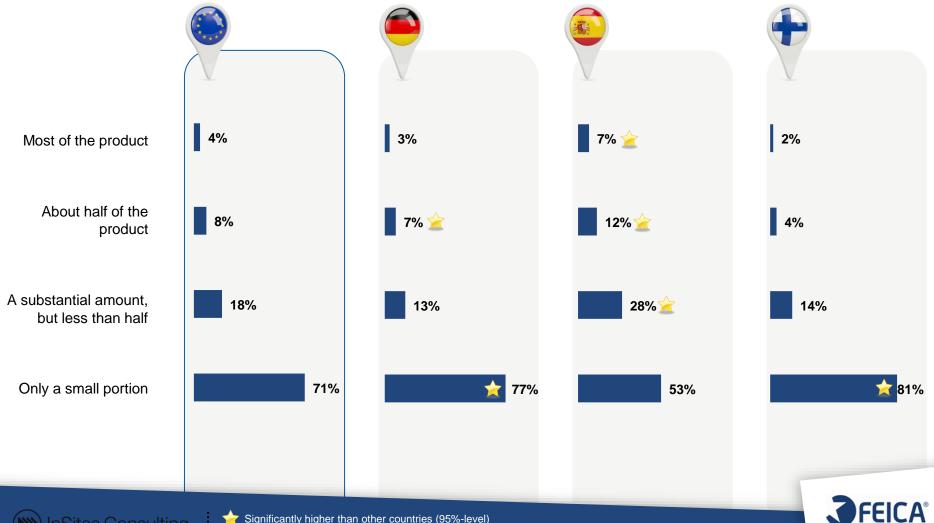
In line with a very quick glue job, the majority of the people only use a small portion of the glue. However, spanish consumers are using a bigger amount compared to germans and finish.

Regular glue usage | Portion of the product used

Regular glue

Q: How much glue did you use for this glue job?

n (EU) = 1456 / n (DE) = 495 / n (SP) = 469 / n (FI) = 491 | Filter: Has used regular glue in the past year



1 in 4 European has never read the usage instructions of the regular glue. This does not really vary across countries.

Regular glue usage | Usage instructions reading

Regular glue

- Q: Did you read the glue usage instructions before the glue job? Filter: Used this glue in the past year
- Q: You mentioned having used this type of glue before. Have you ever read the usage instructions of this type of glue?

Filter = if used this type of glue before and did not read instructions in last glue job







Less than 1 in 10 is wearing protective clothing when doing a regular glue job. If they do, they mostly wear gloves. There are no differences between countries.

Regular glue usage | Protective clothing

Q: Did you wear any protective clothing during your glue job (e.g. gloves or an overall)? Filter: Has used regular glue in the past year

Regular glue

Q: What type of protective clothing did you use when doing your last glue job? Filter: Has used protective clothing





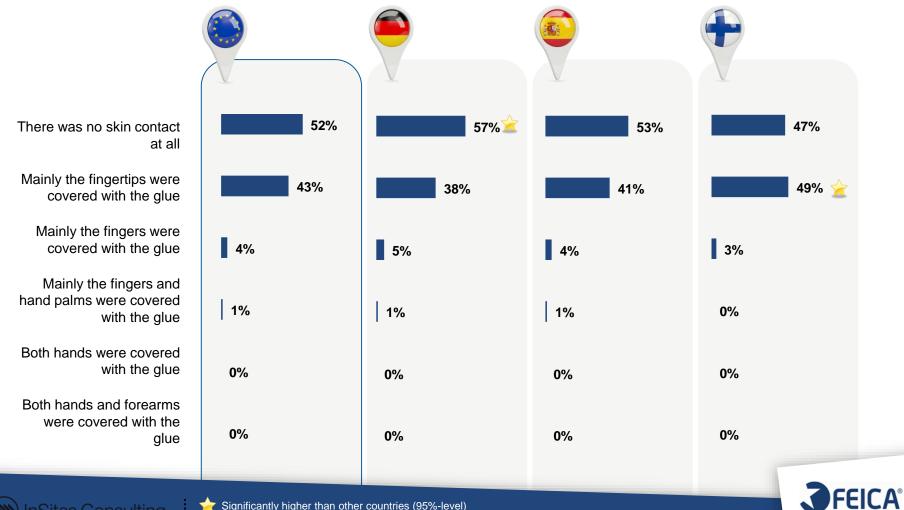


Given that 9 in 10 are not using protective clothing, we see that half of those using regular glue have had skin contact with the product. It's mainly the fingertips which were covered.

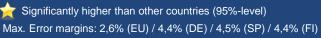
Regular glue usage | Skin contact



Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? n (EU) = 1456 / n (DE) = 495 / n (SP) = 469 / n (FI) = 491 | Filter = Used this glue in the past year







In Germany, people using a glue stick have less skin contact with the product than in other countries. At the opposite, in Finland those using a bottle have more often their fingertips covered.

Last glue job | Skin contact

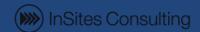
Regular glue

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? n (EU) = 1439 / n (DE) = 495 / n (SP) = 465 / n (FI) = 482 | Filter = Used this glue in the past year & the specific container

		***												G		
	Stick n=403	Bottle n=445	Tube n=576	Aero sol n=15♠	Stick n=158	Bottle n=107	Tube n=223	Aero sol n=7	Stick n=79	Bottle n=154	Tube n=227	Aero sol n=5	Stick n=168	Bottle n=185	Tube n=126	Aero sol n=3 <u>1</u>
There was no skin contact	54%	% 5 1%	53%	41%	65%	58%	51%	46%	42%	58%	55%	39%	49%	41%	54%	30%
Mainly the fingertips were covered with the glue	43%	45 %	40%	52%	32%	35%	43%	54%	53%	38%	38%	61%	48%	56%	41%	35%
Mainly the fingers were covered with the glue	20/	4%	5%	7%	3%	6%	5%	0%	3%	4%	6%	0%	2%	3%	4%	35%2
Mainly the fingers and hand palms were covered with the glue	1%	0 %	1%	0%	1%	0%	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%
Both hands were covered with the glue		0 %	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%
Both hands and forearms were covered with the glue	0%	0 %	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%









ZOOM ON SPECIFIC GLUE TYPES

PARQUET GLUE

TILE GLUE

CARPET GLUE

WALLPAPER GLUE

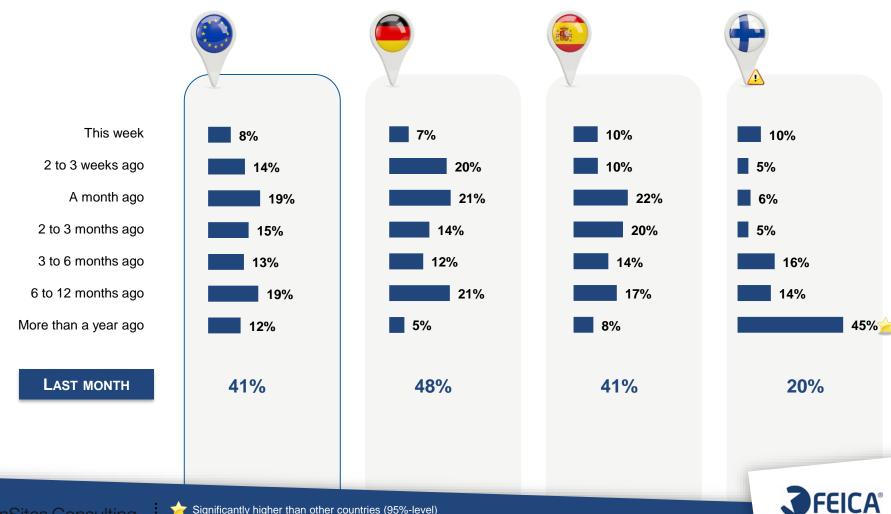


41% of those who have use parquet glue in the past year, did it in the last month. However, in Finland people did the job a longer time ago.

Parquet glue job | Last time usage

Q: We now would like you to think back to <u>the last time</u> you have used any of those glues. When was this? n (EU) = 126 / n (DE) = 57 / n (SP) = 51 / n (FI) = 19 | Filter = Has used parquet glue





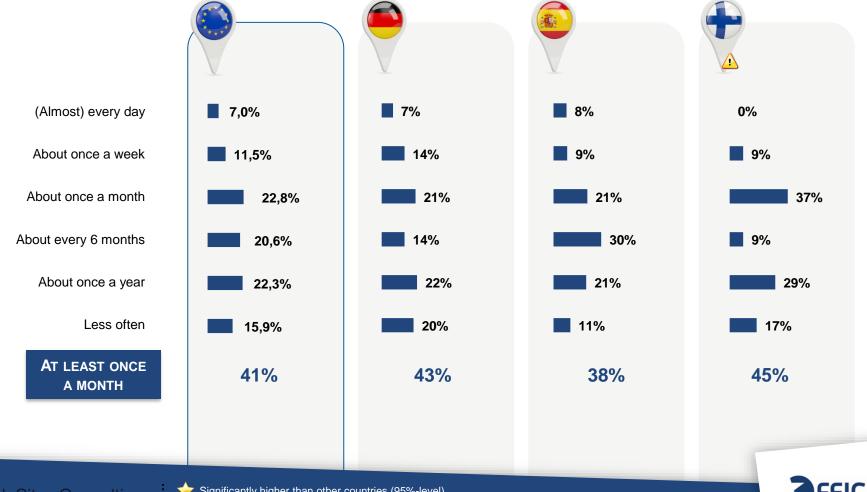


Parquet glue job | Frequency of usage

Q: How often do you use this type of glue?

n (EU) = 110 / n (DE) = 54 / n (SP) = 47 / n (FI) = 10 | Filter = Has used parquet glue in the past year







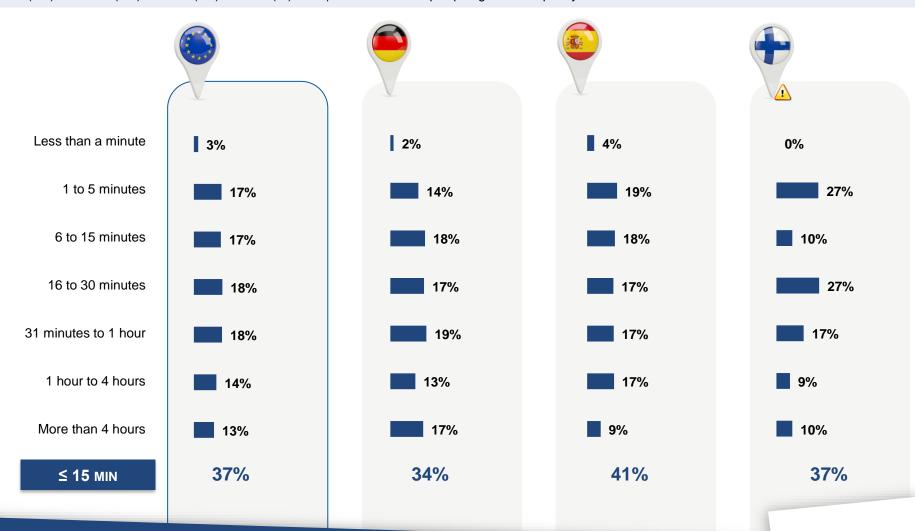


Parquet glue job | Duration

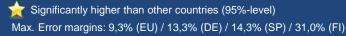
Q: In total, how long did it take you to do this glue job?

n (EU) = 111 / n (DE) = 54 / n (SP) = 47 / n (FI) = 10 | Filter: Has used parquet glue in the past year







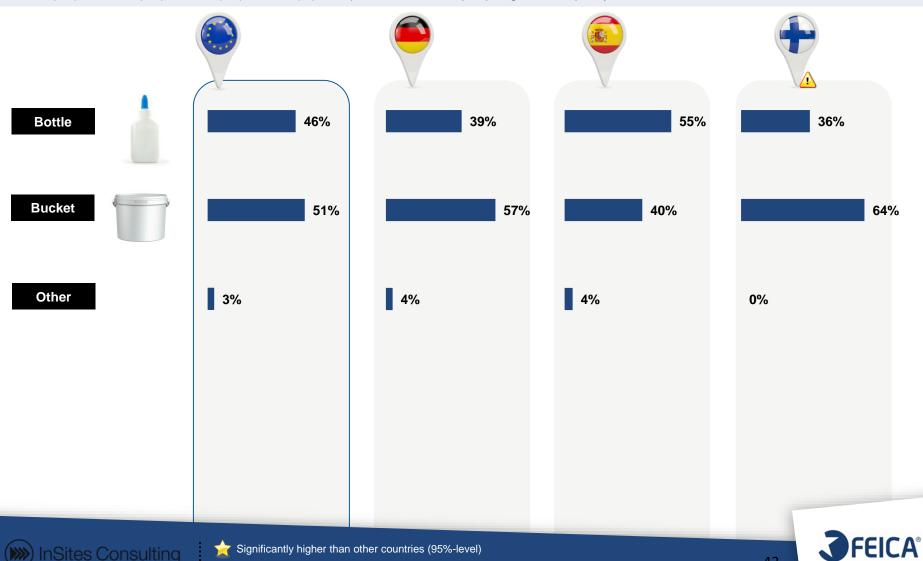


In Europe parquet glue is almost equally bought in bottle or bucket. Bottle is more popular in Spain and Bucket in the other countries.

Parquet glue job | Container used

Q: Could you please indicate the type of container the glue was in when doing your last glue job? n (EU) = 111 / n (DE) = 54 / n (SP) = 47 / n (FI) = 10 | Filter = Has used parquet glue in the past year





Parquet glue job | Size of the container used

Q: Can you please indicate the **size of the container** you have used for your last glue job?



Filter =	Has use	d parquet	glue in th	ne past year	& in the sp	pecific con	tainer	g ,						
			0 "			0 "			0 "			0 "		
			Small	Medium	Large	Small	Medium	Large	Small	Medium	Large	Small	Medium	Large
Bottle Small: ca. 500g. Medium: ca. 750g Large: ca. 1kg.		n = 51 $n = 22 $ $n = 26 $ $n = 4$		45%	24%	27%	50%	23%	31%	46%	23%	50%	25%	25%
Bucket Small: ca. 5kg. Medium: ca. 10kg Large: ca. 20kg.	. 1	n = 57 $n = 31$ $n = 19$	30%	47%	23%	19%	52%	29%	42%	42%	16%	43%	43%	14%

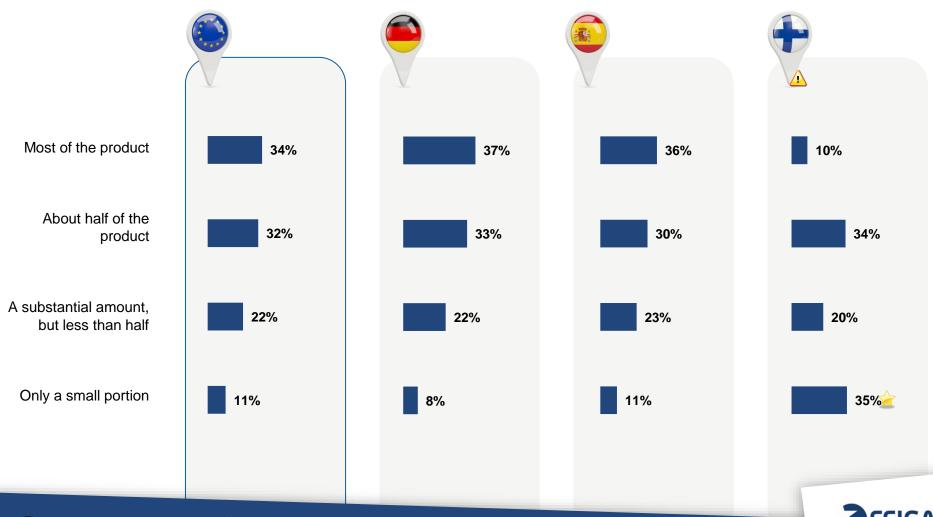
Two thirds of the Europeans have used at least half of the product in their last parquet glue job. Finish people have used a relatively smaller amount of glue.

Parquet glue job | Portion of the product used

Q: How much glue did you use for this glue job?

n (EU) = 111 / n (DE) = 54 / n (SP) = 47 / n (FI) = 10 | Filter: Has used parquet glue in the past year









The portion of glue used varies with the type of container used. When the glue is stored in a bucket, the majority of the people use most of it. While once in the bottle, they just use about half of it.

Parquet glue job | Portion of the product used

Q: How much glue did you use for this glue job?

Filter: Has used parquet glue in the past year & the specific container











Во	ttle	A
EU n=51	DE n=21	
SP n=26	FIN n=4	
Bud	cket	
EU n=56	DE n=31	
SP n=19	FIN n=7	

1/2	< ½	Small
47%	21%	16%
20%	23%	5%
	47%	1/2 < ½ 47% 21% 20% 23%

М	ost	1/2	< ½	Small	Mos
14	! %	53%	18%	14%	199
56	6%	21%	23%	0%	58%



Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small
4%	19%	43%	23%	15%	0%	48%	28%	24%
0%	58%	16%	26%	0%	16%	27%	16%	42%



Parquet glue job | Portion of the product used

Q: How much glue did you use for this glue job?

Most

Filter: Has used parquet glue in the past year & the specific container



< ½

Small

Most

1/2



< ½

Small

Most

1/2



< 1/2

1/2



Parquet glue

 $< \frac{1}{2}$

Small

Bottl	е																
1	Large (~1kg) n=12/5/6/1	35%	40%	17%	8%	42%	58%	0%	0%	34%	17%	33%	16%	0%	100%	0%	0%
	Medium (~750g) n=24 / 11 / 12 / 1	13%	54%	21%	12%	9%	53%	28%	9%	17%	58%	16%	8%	0%	0%	0%	100%
	Small (~500g) n=16 / 6 / 8 / 2	6%	43%	25%	26%	0%	48%	16%	36%	12%	38%	25%	25%	0%	46%	54%	0%
Buck	et Large (~20kg) n=13 / 9 / 3 / 1	71%	29%	0%	0%	69%	31%	0%	0%	100%	0%	0%	0%	0%	100%	0%	0%
	Medium (~10kg) n=27 /16 / 8 / 3	52%	22%	23%	3%	50%	18%	32%	0%	62%	25%	13%	0%	37%	31%	0%	32%
	Small (~5kg) n=17 / 6 / 8 / 3	37%	12%	41%	11%	53%	15%	32%	0%	38%	13%	49%	0%	0%	0%	36%	64%



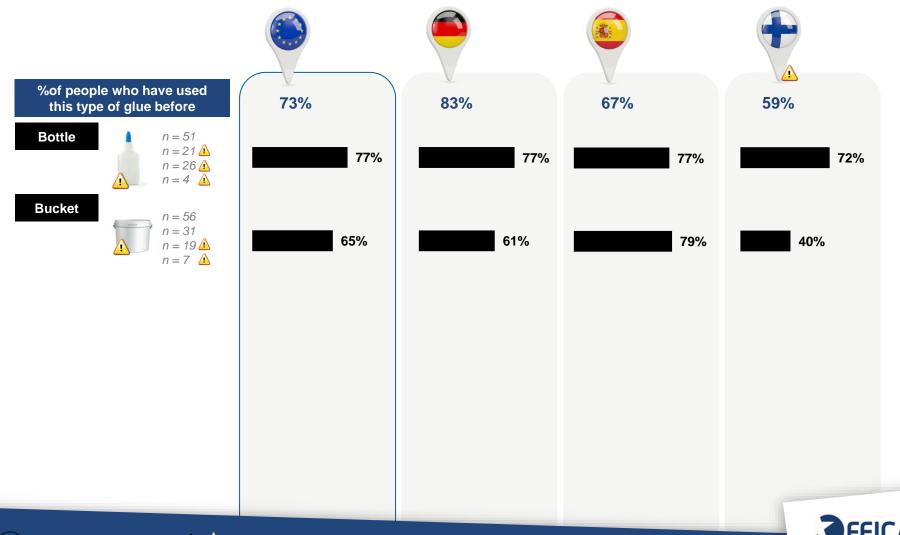
Most

Parquet glue job | Previous experience with the glue container

Q: Have you used the same type of glue before or was it the first time?

n (EU) = 111 / n (DE) = 54 / n (SP) = 47 / n (FI) = 10 | Filter: Has used parquet glue in the past year & in the specific container





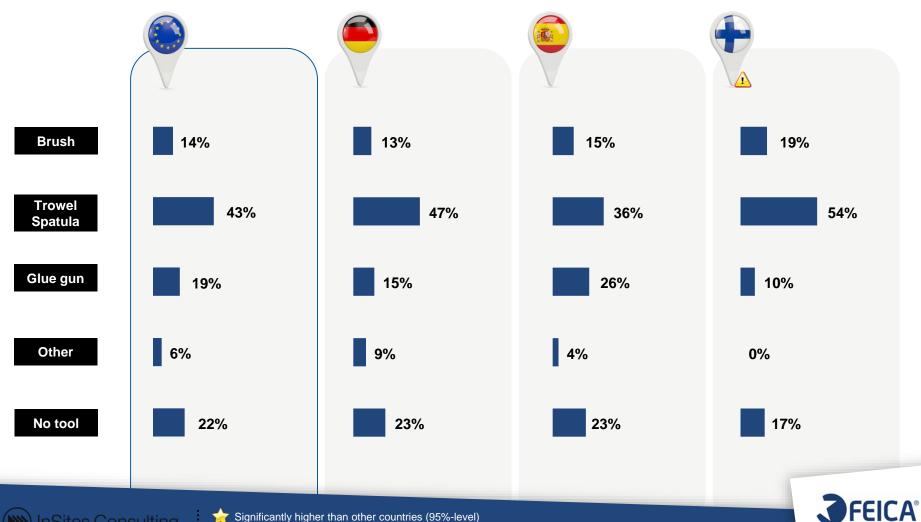
More than 1 in 5 did not use any application tool during their parquet glue job. If they did use one, they mostly used a trowel or a spatula.

Parquet glue job | Application tool

Q: Did you use a specific tool to apply the glue?

n (EU) = 111 / n (DE) = 54 / n (SP) = 47 / n (FI) = 10 | Filter= Has used parquet glue in the past year









Parquet glue job | Application tool

Parquet glue

Q: Did you use a specific tool to apply the glue?

Filter: Has used parquet glue in the past year & in the specific container

				Trowel/ Glue Trowel/ Glue									
	Brush	Trowel/ Spatula	Glue gun	Brush	Trowel/ Spatula	Glue gun	Brush	Trowel/ Spatula	Glue gun	Brush	Trowel/ Spatula	Glue gun	
Bottle $n = 51$ $n = 21 \stackrel{\triangle}{\triangle}$ $n = 26 \stackrel{\triangle}{\triangle}$ $n = 4 \stackrel{\triangle}{\triangle}$	15%	33%	18%	13%	37%	14%	19%	23%	23%	0%	76%	0%	
Bucket $ \begin{array}{c} n = 56 \\ n = 31 \\ n = 19 & \\ n = 7 & \\ \end{array} $	14%	55%	20%	13%	56%	16%	11%	57%	27%	29%	42%	16%	



Most of the European have done their parquet glue job in a place which was ventilated at least to some extent.

Parquet glue job | Place of usage and Ventilation

Q: Did you use the glue in a well-ventilated area (e.g. you opened the windows)? Filter: Has used parquet glue in the past year



	Absolutely well-ventilated	To a certain extent	Not really well-ventilated
n=110	48%	34%	18%
n=54	55%	37%	9%
n=47	40%	34%	19%
n=11 <u></u>	45%	19%	36%





About 1 in 10 European who use parquet glue, never read the usage instructions. There is no major differnces between countries.

Parquet glue job | Usage instructions reading

Q: Did you read the glue usage instructions before the glue job? Filter: Used this glue in the past year

Q: You mentioned having used this type of glue before. Have you ever read the usage instructions of this type of glue?

Filter = if used this type of glue before and did not read instructions in last glue job





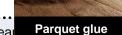




Parquet glue job | Protective clothing

Q: Did you wear any protective clothing during your glue job (e.g. gloves or an overall)? Filter: Has used parquet glue in the past year

Q: What type of protective clothing did you use when doing your last glue job? Filter: Has used protective clothing





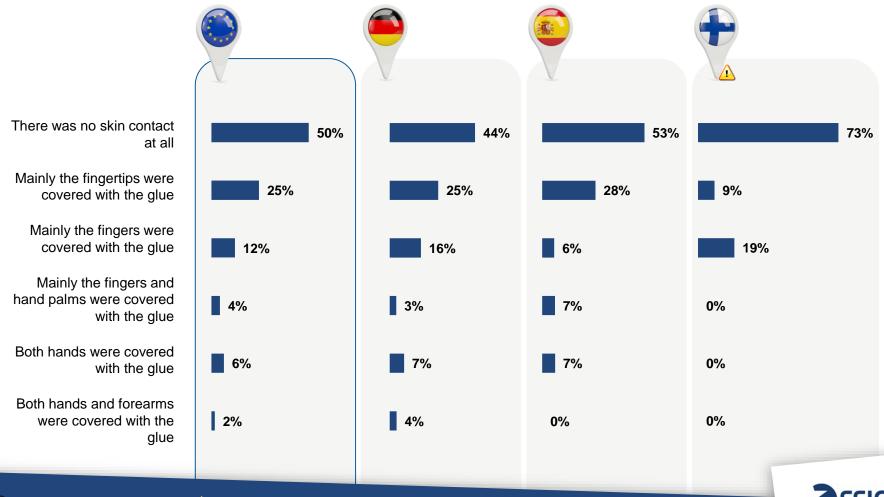


Half of the people did not have any skin contact with the parquet glue. For those who had, it was mainly the fingertips which were covered with the glue.

Parquet glue job | Skin contact

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? n (EU) = 111 / n (DE) = 54 / n (SP) = 47 / n (FI) = 10 | Filter = Has used parquet glue in the past year







Parquet glue job | Skin contact

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? Filter = Has used parquet glue in the past year & the specific container



	Bottle Bucket	Bottle Bucket	Bottle Bucket	Bottle Bucket
	n=51 n=45	n=22 <u>1</u> n=31	n=26 <u> </u>	n=4 🛕 n=7 🗘
There was no skin contact at all	49% 52%	42% 45%	50% 57%	76% 71%
Mainly the fingertips were covered with the glue	25% 23%	22% 26%	27% 27%	24% 0%
Mainly the fingers were covered with the glue	13% 12%	18% 16%	11% 0%	0% 29%
Mainly the fingers and hand palms were covered with the glue	4% 5%	4% 3%	4% 11%	0% 0%
Both hands were covered with the glue	6% 7%	4% 10%	8% 6%	0% 0%
Both hands and forearms were covered with the glue	4% 0%	9% 0%	0% 0%	0% 0%









ZOOM ON SPECIFIC GLUE TYPES

PARQUET GLUE

TILE GLUE

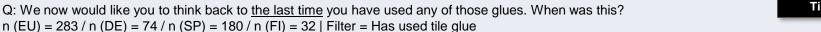
CARPET GLUE

WALLPAPER GLUE

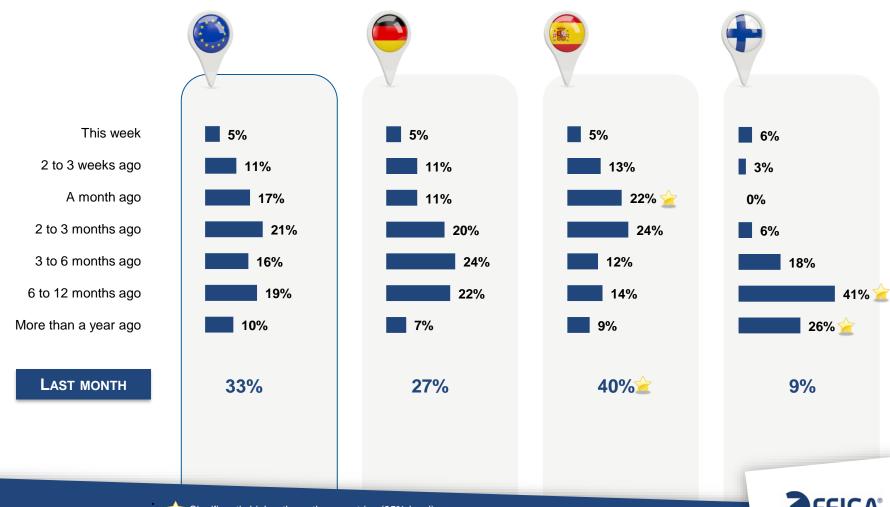


A third of the Europeans who have used tile glue in the past year, did it within the last month. Especially spanish people did their last tile job recently.

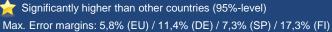
Tile glue job | Last time usage









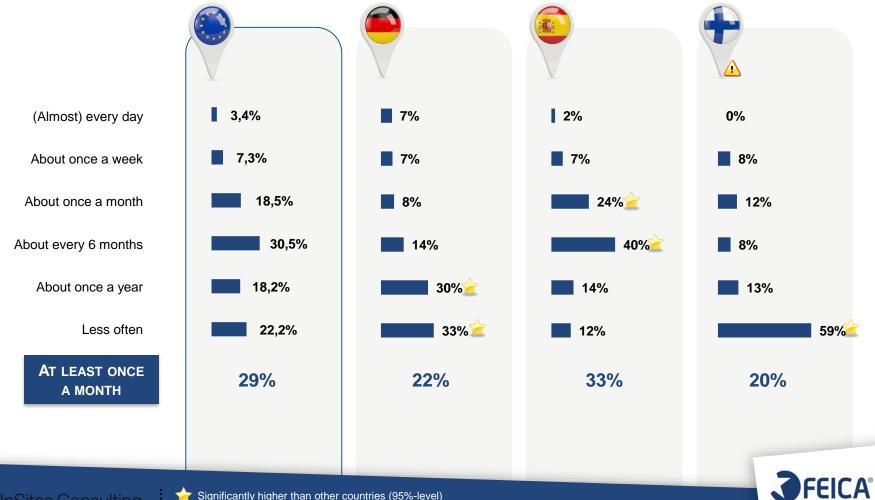


Tile glue job | Frequency of usage

Tile glue

Q: How often do you use this type of glue?

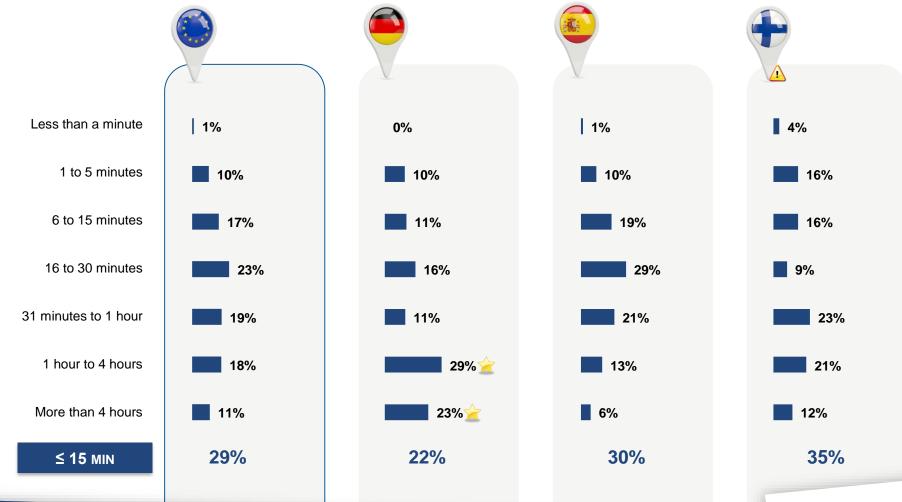
n (EU) = 254 / n (DE) = 68 / n (SP) = 163 / n (FI) = 23 | Filter = Has used tile glue in the past year



Tile glue job | Duration of the job

Q: In total, how long did it take you to do this glue job? n (EU) = 254 / n (DE) = 67 / n (SP) = 164 / n (FI) = 23 | Filter: Has used tile glue in the past year

Tile glue





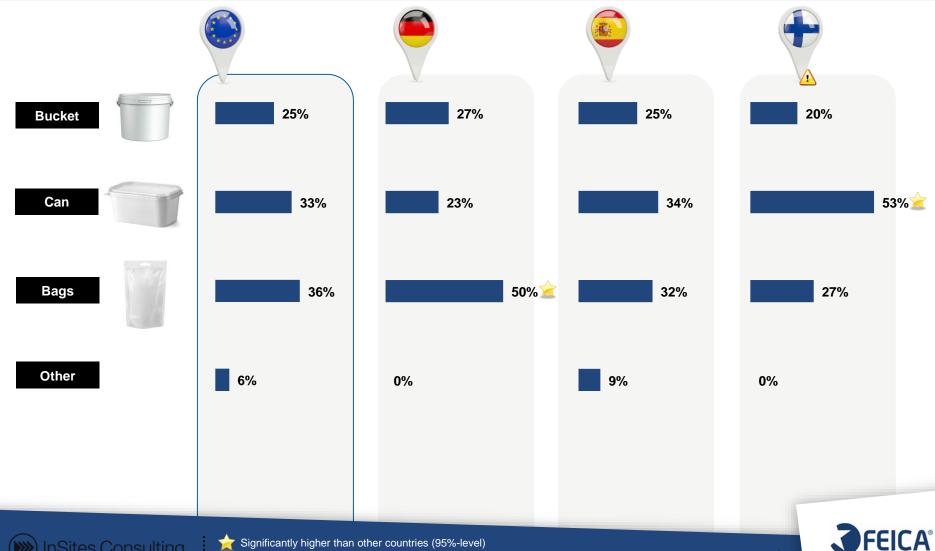


Germans are more to use bags, while finishs are more to use the can.

Tile glue job | Container used

Q: Could you please indicate the type of container the glue was in when doing your last glue job? n (EU) = 254 / n (DE) = 67 / n (SP) = 164 / n (FI) = 23 | Filter = Has used tile glue in the past year

Tile glue



The majority of the people use a small container for their tile glue. This is true for the 3 container types. Only a few use the large size. Large format is more used for bags than for cans and buckets.

Small

26%

38%

23%

Medium

53%

38%

23%

Large

21%

25%

54%

Small

61%

Medium

32%

66% 27%

60% 31%

Large

7%

7%

10%

Tile glue job | Size of the container used

Small

52%

55%

45%

n = 64

n = 41

n = 83

n = 56

n = 92

n = 52 n = 7

 $n = 35 \triangle$

 $n = 16 \triangle$

n = 13 <u>4</u>

 $n = 19 \triangle$

n=5 \triangle

Q: Can you please indicate the **size of the container** you have used for your last glue job?

Large

11%

10%

27%

Filter = Has used tile glue in the past year & in the specific container

Medium

38%

35%

28%



• • • • • • • •	Tile	glue
Small	Medium	Large
20%	80%	0%
54%	46%	0%
43%	29%	29%



Bucket

Medium: ca. 10kg.

Can

Small: ca. 1kg. Medium: ca. 2kg.

Large: ca. 5kg.

Bags

Medium: ca. 10-15kg. Large: ca. 20-25kg.

Small: ca. 5kg.

Large: ca. 18kg.

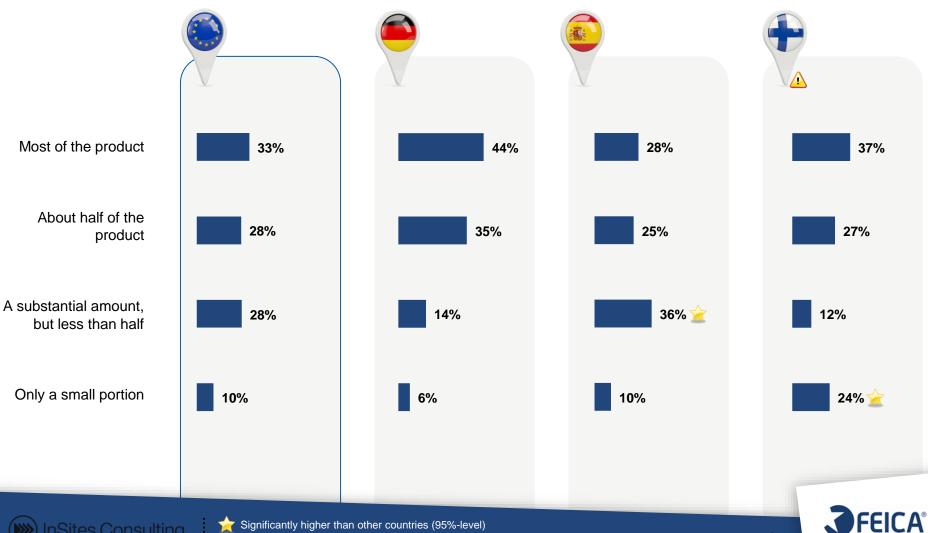
Small: ca. 5kg.

Tile glue job | Portion of the product used

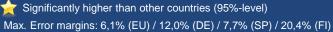
Q: How much glue did you use for this glue job?

n (EU) = 254 / n (DE) = 67 / n (SP) = 164 / n (FI) = 23 | Filter: Has used tile glue in the past year









Tile glue job | Portion of the product used

Q: How much glue did you use for this glue job?

Filter: Has used tile glue in the past year & the specific container



Tile glue









		V								V						
	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small
Bucket EU n=64 DE n=18 SP n=41 FIN n=5	30%	34%	28%	8%	49%	40%	11%	0%	22%	29%	39%	10%	21%	58%	0%	21%
EU n=83 DE n=16 SP n=56 FIN n=13	27%	26%	39%	8%	31%	26%	37%	7%	27%	25%	43%	5%	24%	30%	23%	23%
Bag EU n=93 DE n=34 SP n=52 FIN n=7	45%	26%	17%	12%	48%	37%	6%	9%	40%	21%	27%	12%	73%	0%	0%	27%



People who buy small packages tend to use a smaller amount of glue than others. This is true for all 3 containers.

Small

Most

Tile glue job | Portion of the product used

Q: How much glue did you use for this glue job?

Most

Filter: Has used tile glue in the past year & the specific container

1/2



< ½



 $< \frac{1}{2}$

Small

Most

1/2



1/2

< 1/2



Tile glue

 $< \frac{1}{2}$

Small

	Small (~5kg) n=42 / 8 / 31 / 3	31%	23%	22%	24%	13%	48%	0%	39%	32%	19%	29%	20%	68%	0%	0%	32%
	Medium (~10-15kg) n=26 / 8 / 16 / 2	50%	27%	23%	0%	50%	38%	12%	0%	44%	25%	31%	0%	100%	0%	0%	0%
	_arge (~20-25kg) n=25 / 19 / 5 / 2	64%	28%	4%	3%	61%	33%	6%	0%	79%	21%	0%	0%	54%	0%	0%	46%
Ba	g																
	Small (~1kg) n=47 / 6 / 34 / 7	20%	17%	51%	12%	17%	0%	83%	0%	21%	17%	53%	9%	15%	27%	15%	42%
<u>∧</u>	Medium (~2kg) n=30 / 6 / 18 / 6	30%	40%	27%	3%	46%	36%	0%	17%	22%	44%	33%	0%	36%	32%	32%	0%
	Large (~5kg) n=8 / 4 / 4 / 0	64%	24%	12%	0%	26%	50%	24%	0%	100%	0%	0%	0%	-	-	-	-
Ca	n																
	Small (~5kg) n=33 / 5 / 27 / 1	25%	24%	39%	12%	44%	36%	20%	0%	22%	22%	44%	11%	0%	0%	0%	100%
	Medium (~10kg) n=24 / 10 / 11 / 4	24%	51%	21%	4%	41%	48%	11%	0%	9%	45%	37%	9%	27%	73%	0%	0%
	Large (~18kg) n=7 / 4 / 3 / 0	71%	29%	0%	0%	75%	25%	0%	0%	66%	34%	0%	0%	-	-	-	-
Buci	(et																





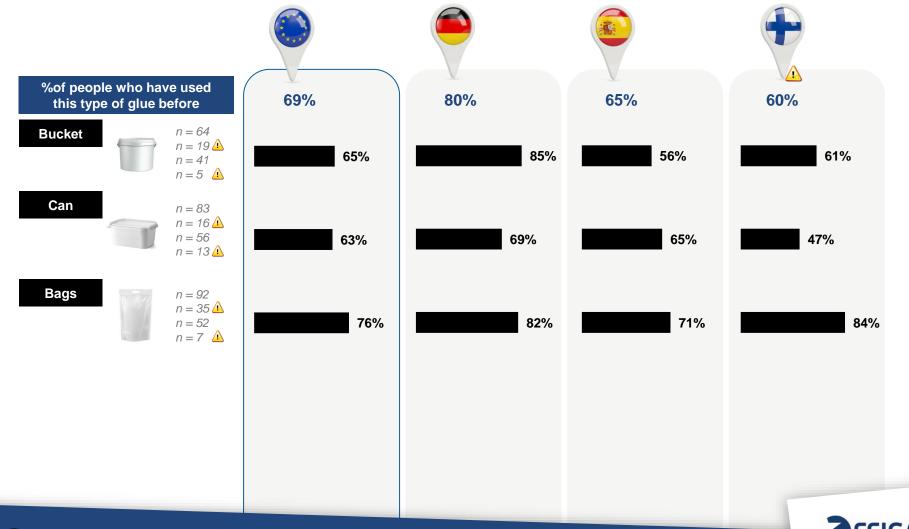
Most

The majority of the people who did a tile glue job already had a previous experience with this type of glue.

Tile glue job | Previous experience with the glue container

Q: Have you used the same type of glue before or was it the first time? n (EU) = 254 / n (DE) = 67 / n (SP) = 164 / n (FI) = 23 | Filter: Has used tile glue in the past year & in the specific container





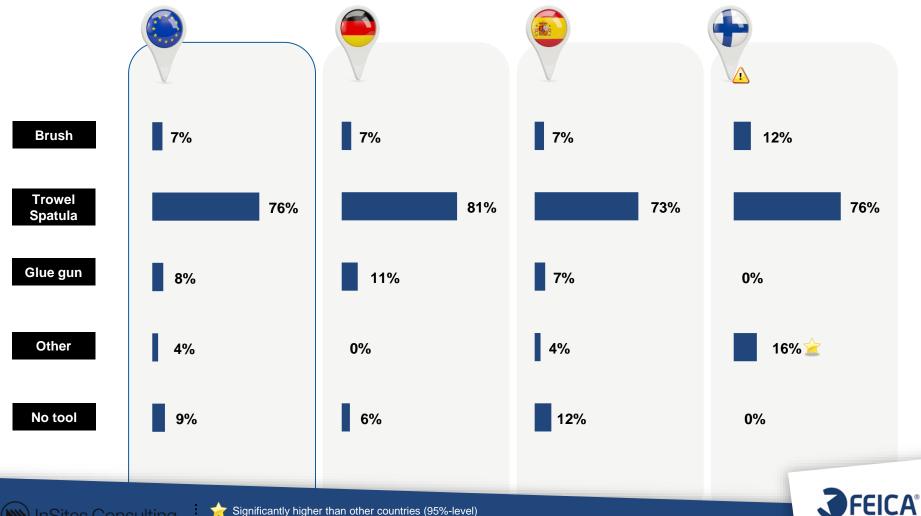


Tile glue

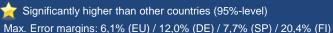
Tile glue job | Usage of application tool

Q: Did you use a specific tool to apply the glue?

n (EU) = 254 / n (DE) = 68 / n (SP) = 163 / n (FI) = 23 | Filter= Has used tile glue in the past year







Tile glue job | Usage of application tool

Q: Did you use a specific tool to apply the glue?

Filter: Has used tile glue in the past year & in the specific container



												•	
		Brush	Trowel/ Spatula	Glue gun									
Bucket	$n = 64$ $n = 19 \triangle$ $n = 41$ $n = 5 \triangle$	5%	73%	10%	0%	65%	20%	7%	81%	7%	0%	40%	0%
Can	$n = 83$ $n = 16 \triangle$ $n = 56$ $n = 13 \triangle$	10%	76%	6%	18%	80%	0%	7%	75%	9%	15%	77%	0%
Bag	$n = 92$ $n = 35 \triangle$ $n = 52$ $n = 7 \triangle$	6%	84%	9%	5%	91%	12%	6%	77%	8%	16%	100%	0%



Tile glue

Tile glue job | Place of usage and Ventilation

Q: Did you use the glue in a well-ventilated area (e.g. you opened the windows)? Filter: Has used tile glue in the past year

	Absolutely well-ventilated	To a certain extent	Not really well-ventilated
n=254	42%	42%	16%
n=68	44%	37%	18%
n=163	41%	44%	15%
n=23 🛕	40%	43%	17%



Only a very small minority of the Europeans (6%) has never read the usage instructions before doing their tile glue job.

Tile glue job | Usage instructions reading

Tile glue

- Q: Did you read the glue usage instructions before the glue job? Filter: Used this glue in the past year
- Q: You mentioned having used this type of glue before. Have you ever read the usage instructions of this type of glue? Filter = if used this type of glue before and did not read instructions in last glue job





While the majority of the finish people are wearing protective clothing, in the other countries there are more people who are not wearing any protection. Most used are gloves.

Tile glue job | Usage of protective clothing

Q: Did you wear any protective clothing during your glue job (e.g. gloves or an overall)? Filter: Has used tile glue in the past year

Q: What type of protective clothing did you use when doing your last glue job? Filter: Has used protective clothing



Other **Protective** An overall or **Protective USAGE OF** protective gloves smock glasses **PROTECTIVE CLOTHING:** measures 48% 52% n=25579% 40% 21% 9% n=123IF USED PROTECTIVE **CLOTHING** 46% 54% n = 6867% 53% 21% 3% n=31n=16430% 21% 7% 83% n=7320% n=18 **A** 80% 53% 25% 26% 80% ■Yes ■No

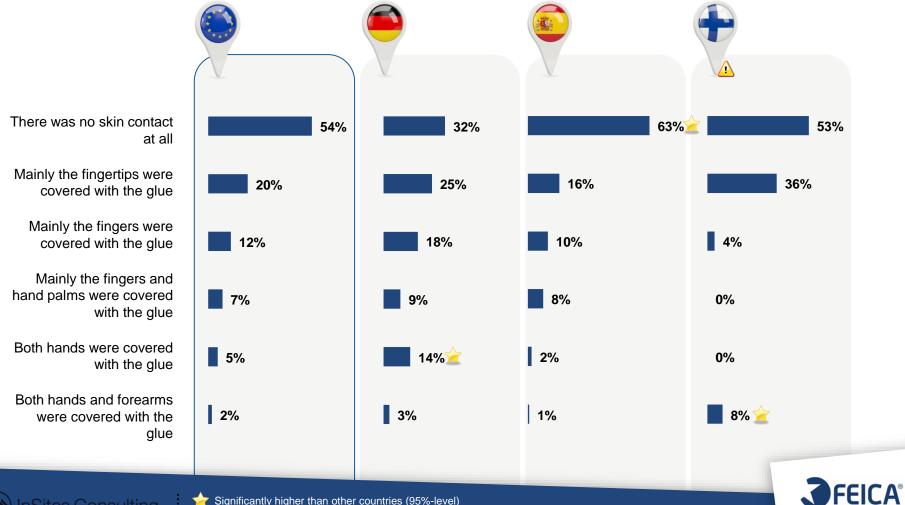




Tile glue

Tile glue job | Skin contact

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? n (EU) = 254 / n (DE) = 67 / n (SP) = 164 / n (FI) = 23 | Filter = Has used tile glue in the past year





Last glue job | Skin contact

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? Filter = Has used tile glue in the past year & the specific container

Tile glue

	Bucket	Can	Bags									
	n=64	n=83	n=92	n=18	n=16	n=34	n=41	n=56	n=52	n=5 🛕	n=12	n=7 🔔
There was no skin contact at all	49%	43%	54%	0%	42%	52%	67%	35%	70%	46%	72%	35%
Mainly the fingertips were covered with the glue	30%	31%	21%	51%	28%	19%	20%	34%	20%	54%	28%	32%
Mainly the fingers were covered with the glue	8%	14%	12%	16%	20%	8%	6%	13%	10%	0%	0%	32%
Mainly the fingers and hand palms were covered with the glue	9%	6%	5%	17%	0%	9%	7%	13%	0%	0%	0%	0%
Both hands were covered	0%	6%	7%	0%	10%	12%	0%	5%	0%	0%	0%	0%



0%

0%

0%



0%

0%



Both hands and forearms

were covered with the glue

with the glue

4%

0%

0%

16%

0%

0%

0%



ZOOM ON SPECIFIC GLUE TYPES

PARQUET GLUE

TILE GLUE

CARPET GLUE

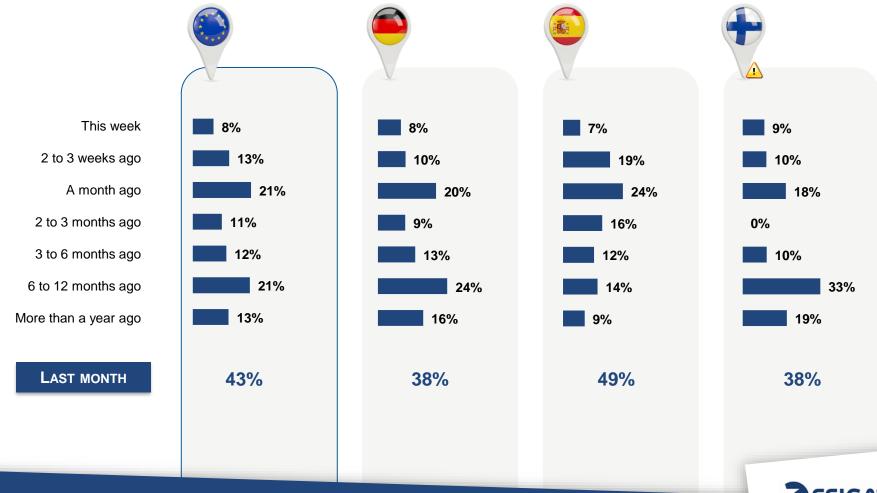
WALLPAPER GLUE



Carpet glue job | Last time usage

Carpet glue

Q: We now would like you to think back to <u>the last time</u> you have used any of those glues. When was this? n (EU) = 139 / n (DE) = 63 / n (SP) = 58 / n (FI) = 20 | Filter = Has used carpet glue



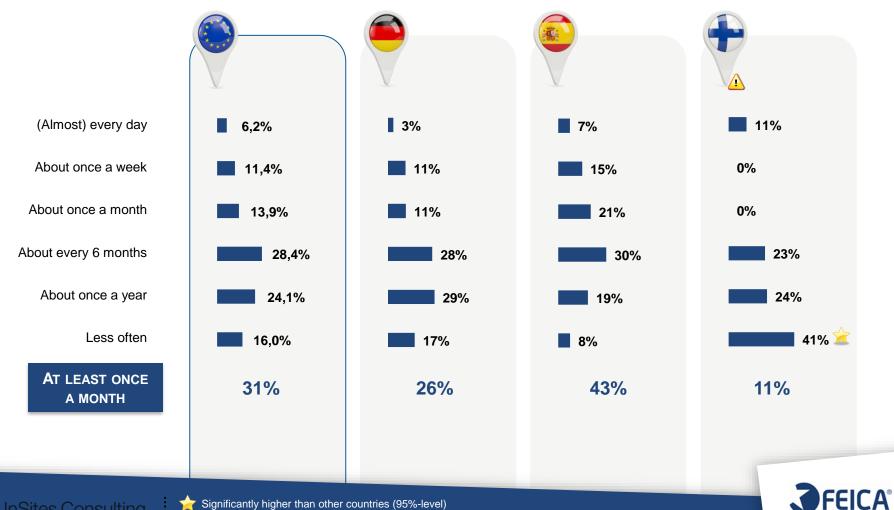
A third of those who have used carpet glue in the past year use it at least every month. Finish people however are less frequent users.

Carpet glue job | Frequency of usage

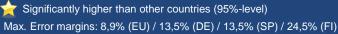
Q: How often do you use this type of glue?

n (EU) = 121 / n (DE) = 52 / n (SP) = 53 / n (FI) = 16 | Filter = Has used carpet glue in the past year





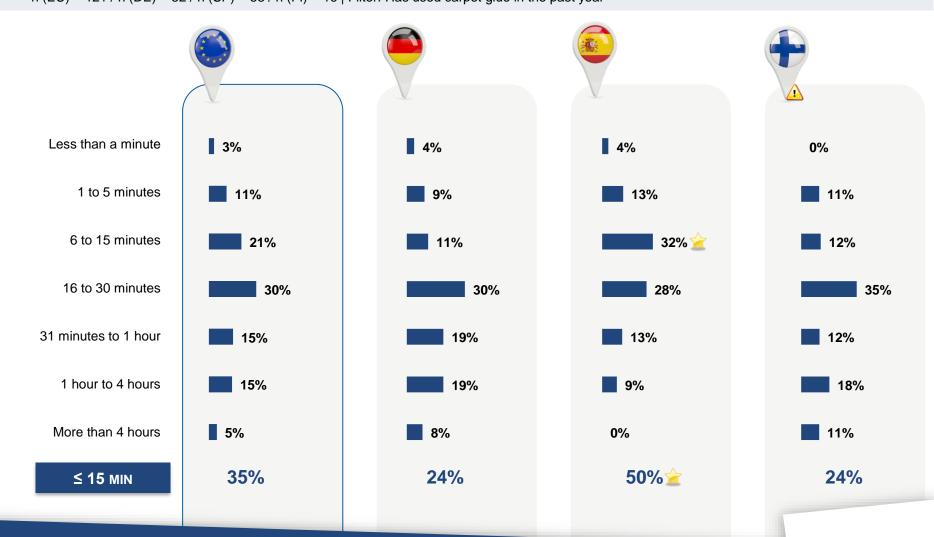




Carpet glue job | Duration

Q: In total, how long did it take you to do this glue job? n (EU) = 121 / n (DE) = 52 / n (SP) = 53 / n (FI) = 16 | Filter: Has used carpet glue in the past year









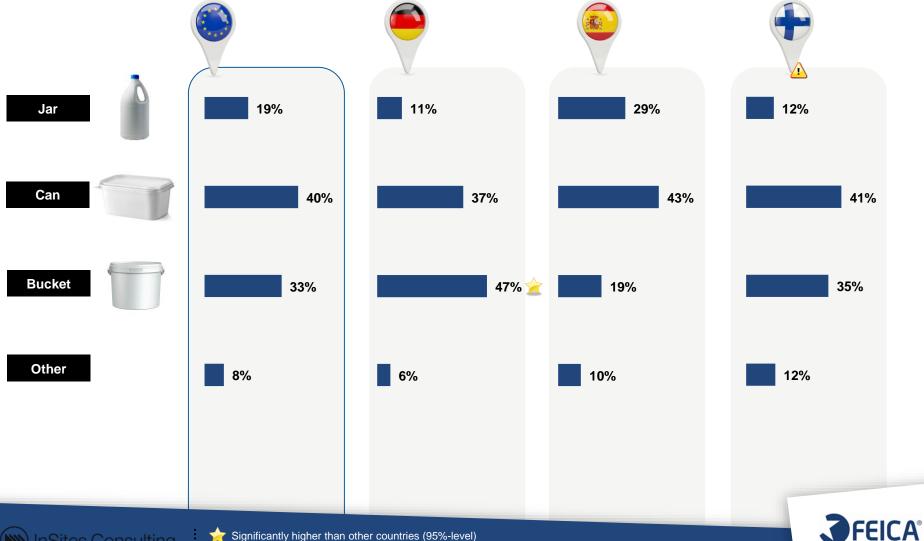
Cans and buckets are most used containers for carpet glue. The jar not often purchased in Germany and Finland. In Spain, people buy more carpet glue in jar than in bucket.

Carpet glue job | Container used



Carpet glue

Q: Could you please indicate the type of container the glue was in when doing your last glue job? n (EU) = 121 / n (DE) = 53 / n (SP) = 53 / n (FI) = 16 | Filter = Has used carpet glue in the past year







Carpet glue job | Size of the container used

Q: Can you please indicate the **size of the container** you have used for your last glue job?

Filter = Has used carpet glue in the past year & in the specific container



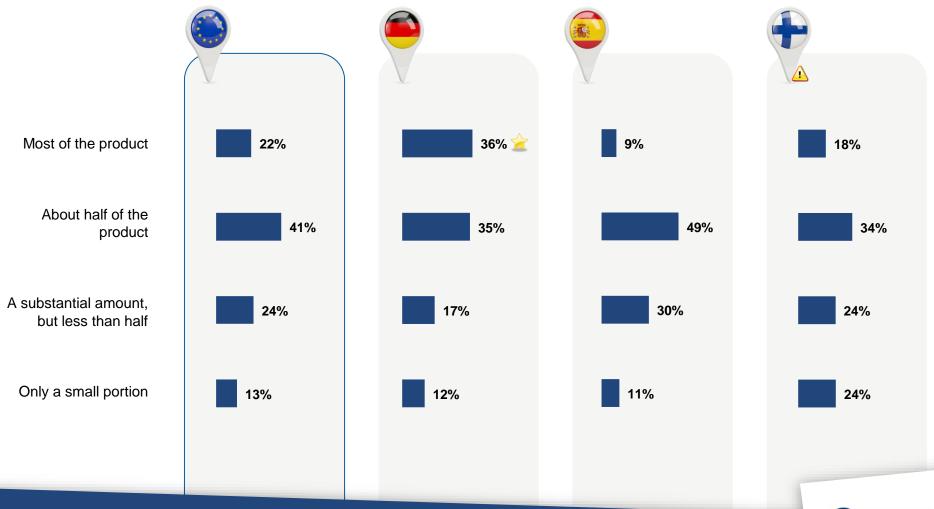
riilei =	nas usec	i carpet g	iue iii tiie	pasi year	x iii iiie sp	ecine conta	alliel							
			Small	Medium	Large	Small	Medium	Large	Small	Medium	Large	Small	Medium	Large
Jar Small: ca. 1kg. Medium: ca. 2kg. Large: ca. 5kg.	▲	$n = 23 \stackrel{\triangle}{\triangle}$ $n = 6 \stackrel{\triangle}{\triangle}$ $n = 15 \stackrel{\triangle}{\triangle}$ $n = 2 \stackrel{\triangle}{\triangle}$	52%	39%	9%	33%	50%	17%	53%	40%	7%	100%	0%	0%
Can Small: ca. 1kg. Medium: ca. 2kg. Large: ca. 5kg.	\triangle	n = 49 $n = 19$		45%	12%	42%	37%	21%	48%	43%	9%	33%	67%	0%
Bucket Small: ca. 5kg. Medium: ca. 10kg. Large: ca. 15kg.	<u> </u>	$n = 40$ $n = 25 \stackrel{\triangle}{\triangle}$ $n = 10 \stackrel{\triangle}{\triangle}$ $n = 6 \stackrel{\triangle}{\triangle}$		28%	18%	32%	44%	24%	90%	0%	10%	100%	0%	0%
())) InSites	s Cons	ultina	May	Error margins	· 20 4% (FU)	/ 40 0% (DE)	/ 31 0% (SP)	/ 69 3% (FI)					J FE	EICA®

Two thirds of the Europeans have used at least half of the product during their last carpet glue job. Especially germans have used more glue.

Carpet glue job | Portion of the product used

Carpet glue

Q: How much glue did you use for this glue job? n (EU) = 121 / n (DE) = 52 / n (SP) = 53 / n (FI) = 16 | Filter: Has used carpet glue in the past year









Carpet glue job | Portion of the product used

Q: How much glue did you use for this glue job?

Filter: Has used carpet glue in the past year & the specific container











46%

Most

0%

0%

32% 32%

7%

13%

10%

< ½

54%

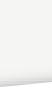
43% 43% 13%

Small

0%

Ja EU n=23 SP n=15	DE n=6	
EU n=49 SP n=23	DE n=19	<u>↑</u>
EU n=41 SP n=6		<u>A</u>

	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½
0	17%	43%	35%	5%	49%	51%	0%	0%	7%	40%	46%
	19%	51%	20%	10%	38%	40%	16%	5%	9%	62%	17%
	29%	31%	24%	15%	36%	28%	23%	12%	10%	39%	41%



0% 35%



People who buy small container will use a smaller quantity of the product than those who buy bigger container.

Carpet glue job | Portion of the product used

Q: How much glue did you use for this glue job?

Filter: Has used carpet glue in the past year & the specific container









Carpet glue

Jar		Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small
Λ	Large (~5kg) n=2 / 1 / 1 / 0	47%	53%	0%	0%	100%	0%	0%	0%	0%	100%	0%	0%	-	-	-	-
	Medium (~2kg) n=9 / 3 / 6 / 0	33%	46%	21%	0%	64%	36%	0%	0%	17%	51%	31%	0%	-	-	-	-
	Small (~1kg) n=12 / 2 / 8 / 2	0%	39%	52%	9%	0%	100%	0%	0%	0%	25%	63%	13%	0%	46%	54%	0%
Can																	
^	Large (~5kg) n=6 / 4 / 2 / 0	35%	48%	17%	0%	53%	47%	0%	0%	0%	50%	50%	0%	-	-	-	-
	Medium (~2kg) n=22 / 7 / 10 / 5	14%	50%	27%	9%	28%	28%	44%	0%	10%	70%	10%	10%	0%	40%	40%	19%
	Small (~1kg) n=21 / 8 / 11 / 2	20%	52%	14%	14%	40%	48%	0%	12%	9%	56%	18%	18%	0%	50%	50%	0%
Buck	et																
	Large (~15kg) n=7 / 6 / 1 / 0	46%	26%	28%	0%	54%	30%	16%	0%	0%	0%	100%	0%	-	-	-	-
	Medium (~10kg) n=11 / 11 / 0 / 0	44%	38%	18%	0%	44%	38%	18%	0%	-	-	-	-	-	-	-	-
	Small (~5kg)	17%	30%	26%	27%	13%	13%	36%	38%	11%	44%	34%	11%	32%	32%	0%	35%



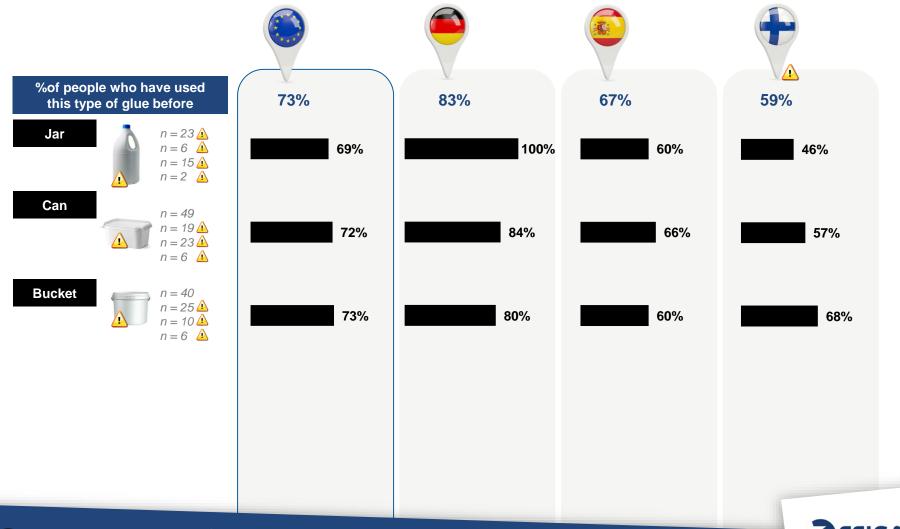


The vast majority of the European who have used carpet glue in the past year already had an experience with this type of glue.

Carpet glue job | Previous experience with the glue container

Carpet glue

Q: Have you used the same type of glue before or was it the first time? n (EU) = 121 / n (DE) = 53 / n (SP) = 53 / n (FI) = 16 | Filter: Has used carpet glue in the past year & in the specific container







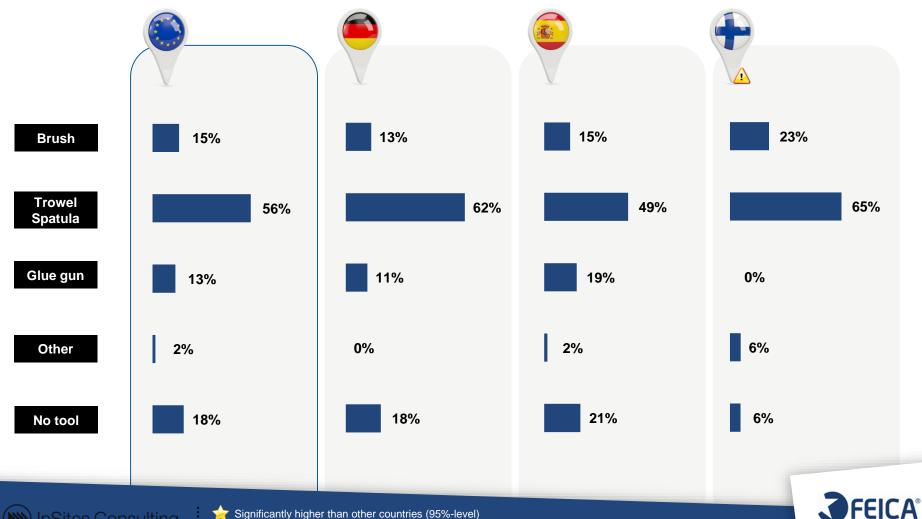
Almost 4 in 5 Europeans use a tool when doing their carpet glue job. Most often used tool is a trowel or a spatula.

Carpet glue job | Application tool

Q: Did you use a specific tool to apply the glue?

n (EU) = 121 / n (DE) = 52 / n (SP) = 53 / n (FI) = 16 | Filter= Has used carpet glue in the past year







Carpet glue job | Application tool

Q: Did you use a specific tool to apply the glue?



Filter: Has used carpet glue in the past year & in the specific container												
		Trowel/	Glue									
	Brush	Spatula	gun									
Jar $ \begin{array}{c} n = 23 \\ n = 6 \\ n = 15 \\ n = 2 \\ \end{array} $	9%	57%	9%	17%	34%	0%	7%	59%	13%	0%	100%	0%
Can $n = 49$ $n = 19 $	19%	64%	16%	12%	74%	9%	22%	52%	26%	28%	72%	0%
Bucket $ \begin{array}{c} $	19%	59%	15%	15%	65%	16%	19%	40%	20%	32%	68%	0%

Carpet glue

Carpet glue job | Place of usage and Ventilation

Q: Did you use the glue in a well-ventilated area (e.g. you opened the windows)? Filter: Has used carpet glue in the past year

	Absolutely well-ventilated	To a certain extent	Not really well-ventilated
n=121	50%	34%	16%
n=52	44%	44%	11%
n=53	51%	26%	23%
n=16 🚹	70%	25%	5%



Carpet glue

Carpet glue job | Usage instructions reading

- Q: Did you read the glue usage instructions before the glue job? Filter: Used this glue in the past year
- Q: You mentioned having used this type of glue before. Have you ever read the usage instructions of this type of glue?

Filter = if used this type of glue before and did not read instructions in last glue job







Only 1 in 2 people has been wearing protective clothing. Most of the time they wear gloves.

Carpet glue job | Protective clothing

- Carpet glue
- Q: Did you wear any protective clothing during your glue job (e.g. gloves or an overall)? Filter: Has used carpet glue in the past year
- Q: What type of protective clothing did you use when doing your last glue job? Filter: Has used protective clothing





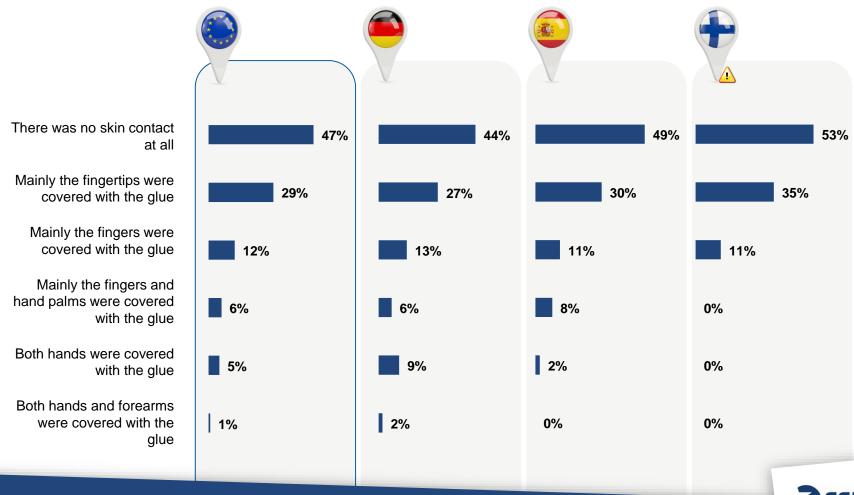


The majority of the Europeans did not have any skin contact with the glue. For those who had it was mainly the fingertips which were covered.

Last glue job | Skin contact

Carpet glue

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? n (EU) = 121 / n (DE) = 52 / n (SP) = 53 / n (FI) = 16 | Filter = Has used carpet glue in the past year







Last glue job | Skin contact

Carpet glue

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? Filter = Has used carpet glue in the past year & the specific container

	Jar Ca		Jar Can Bucket	Jar Can Bucket	Jar Can Bucket
Γ	n=23 🔔 n=4	19 n=41	n=6 🛕 n=19 🛕 n=25 🛕	n=15 🛕 n=23 🛕 n=10 🗘	n=2 🚹 n=7 🚹 n=6 🚹
There was no skin contact at all	49% 43	54%	0% 42% 52%	67% 35% 70%	46% 72% 35%
Mainly the fingertips were covered with the glue	30% 31	% 21%	51% 28% 19%	20% 34% 20%	54% 28% 32%
Mainly the fingers were covered with the glue	8% 14	12%	16% 20% 8%	6% 13% 10%	0% 0% 32%
Mainly the fingers and hand palms were covered with the glue	9% 69	% 5%	17% 0% 9%	7% 13% 0%	0% 0% 0%
Both hands were covered with the glue	0% 69	% 7%	0% 10% 12%	0% 5% 0%	0% 0% 0%
Both hands and forearms were covered with the glue	4% 09	% 0%	16% 0% 0%	0% 0% 0%	0% 0% 0%









ZOOM ON SPECIFIC GLUE TYPES

PARQUET GLUE

TILE GLUE

CARPET GLUE

WALLPAPER GLUE

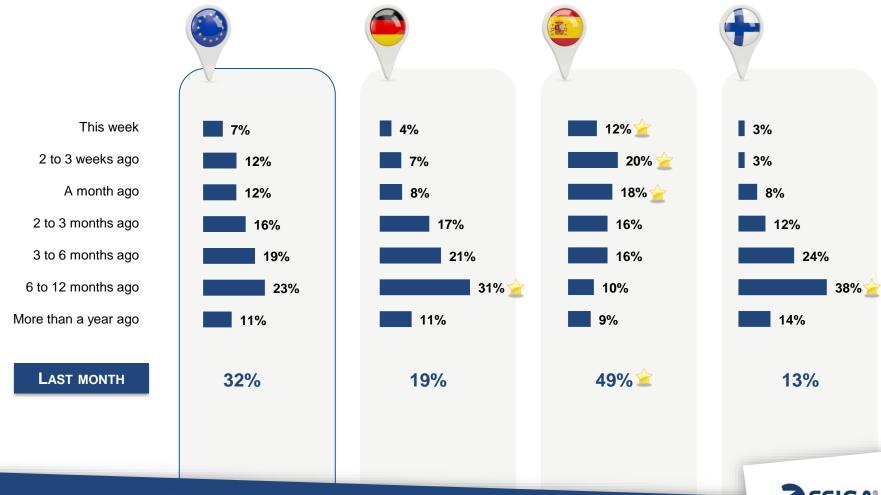


Spanish people are those who did their wallpaper glue the most recently. Indeed, half of them did it within the last month.

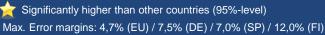
Wallpaper glue job | Last time usage

Wallpaper glue

Q: We now would like you to think back to <u>the last time</u> you have used any of those glues. When was this? n (EU) = 431 / n (DE) = 170 / n (SP) = 197 / n (FI) = 67 | Filter = Has used wallpaper glue







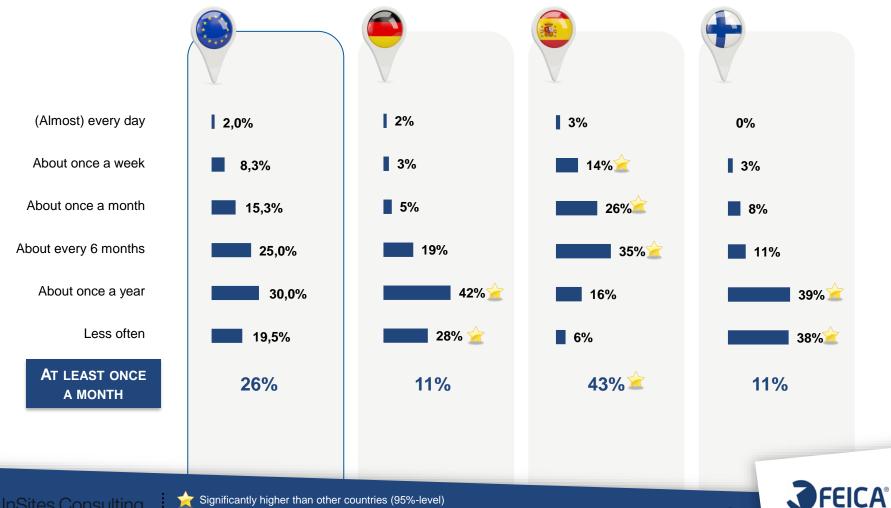
Spanish people are also those who do wallpaper glue jobs the most frequently. 4 in 10 do it on a monthly basis.

Wallpaper glue job | Frequency of usage

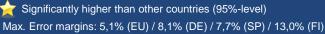
Q: How often do you use this type of glue?

n (EU) = 386 / n (DE) = 150 / n (SP) = 178 / n (FI) = 58 | Filter = Has used wallpaper glue in the past year









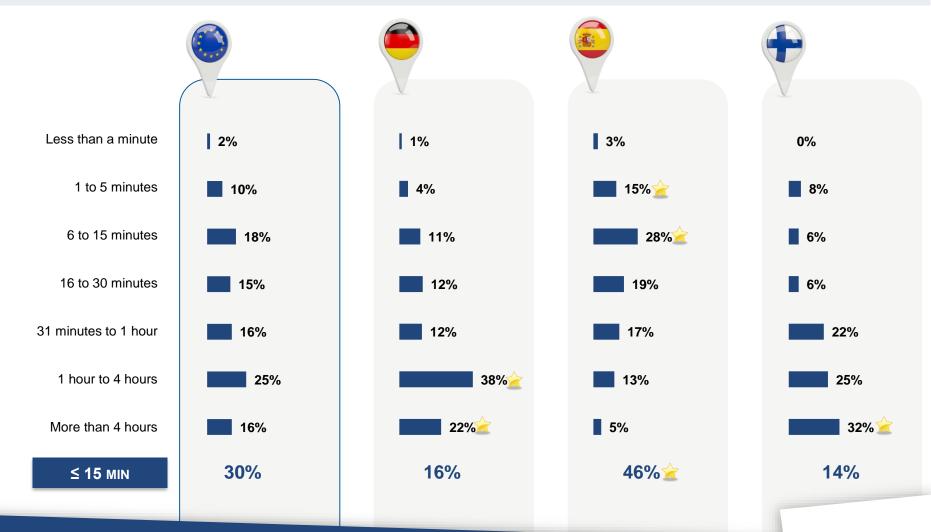
For 3 in 10 europeans, the glue job was a quick task of less than 15 minutes. Especially for Spanish people.

Wallpaper glue job | Duration

Q: In total, how long did it take you to do this glue job?

n (EU) = 385 / n (DE) = 150 / n (SP) = 178 / n (FI) = 58 | Filter: Has used wallpaper glue in the past year







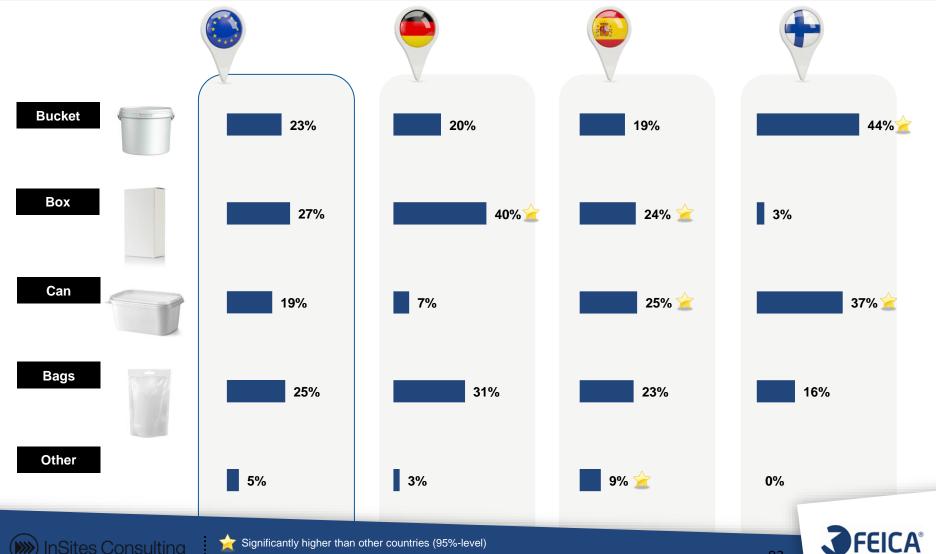


Most of the Europeans bought wallpaper glue in box or bags. Finish people are more to buy it in a bucket or in a can.

Wallpaper glue job | Container used



Q: Could you please indicate the type of container the glue was in when doing your last glue job? n (EU) = 365 / n (DE) = 147 / n (SP) = 162 / n (FI) = 57 | Filter = Has used wallpaper glue in the past year



When they buy a bucket or a box, people mostly buy a medium-sized pack. While they rather buy a smallpack when they buy it in a can or bag.

Wallpaper glue job | Size of the container used

Q: Can you please indicate the **size of the container** you have used for your last glue job? Filter = Has used wallpaper glue in the past year & in the specific container



Filter = Has used	a walipape	r giue in	tne past ye	ear & in the	specific co	ontainer								
		Small	Medium	Large	Small	Medium	Large	Small	Medium	Large	Small	Medium	Large	
Bucket Small: ca. 3-5kg. Medium: ca. 10kg. Large: ca. 15kg.	n = 91 $n = 31$ $n = 35$ $n = 26$	32%	52%	16%	16%	55%	29%	51%	43%	6%	23%	62%	15%	
Box Small: ca. 100-200g. Medium: ca. 300-400g. Large: ca. 500-600g.	n = 104 n = 59 n = 43 n = 2 ▲	38%	52%	11%	24%	63%	14%	58%	37%	5%	0%	50%	50%	
Can Small: ca. 1kg. Medium: ca. 2kg. Large: ca. 5kg.	n = 74 $n = 10$	49%	38%	14%	20%	60%	20%	70%	30%	0%	19%	43%	38%	
Bags Small: ca. 3kg. Medium: ca. 5kg. Large: ca. 10kg.	n = 96 $n = 46$ $n = 41$ $n = 10$	59%	36%	4%	52%	41%	7%	63%	34%	2%	80%	20%	0%	
												4	EIC D	ð

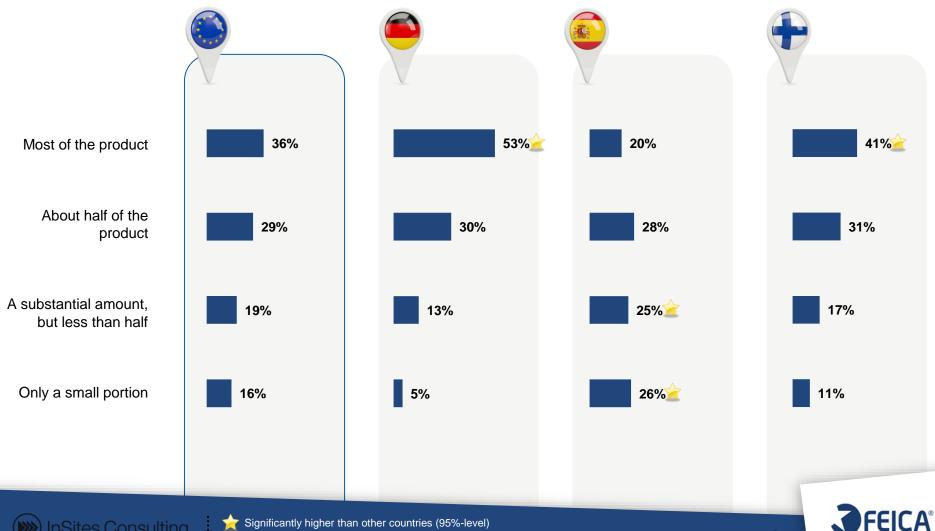


The majority of the people have used at least half of the product during their last wallpaper glue job. Spanish tend to use smaller portion.

Wallpaper glue job | Portion of the product used

Wallpaper glue

Q: How much glue did you use for this glue job? n (EU) = 385 / n (DE) = 150 / n (SP) = 178 / n (FI) = 58 | Filter: Has used wallpaper glue in the past year



Wallpaper glue job | Portion of the product used

Wallpaper glue

Q: How much glue did you use for this glue job?

Filter: Has used wallpaper glue in the past year & the specific container









	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small
Bucket EU n=91 DE n=30 SP n=35 FIN n=26	41%	23%	22%	14%	54%	22%	18%	7%	25%	19%	29%	26%	46%	29%	18%	7%
Box EU n=104 DE n=60 SP n=43 FIN n=2	47%	30%	13%	10%	60%	27%	10%	3%	28%	33%	18%	21%	54%	46%	0%	0%
Can EU n=74 DE n=10 SP n=44 FIN n=21	23%	32%	30%	15%	28%	52%	10%	10%	18%	27%	36%	18%	31%	31%	26%	13%
Bags EU n=96 DE n=46 SP n=41 FIN n=9	36%	33%	17%	15%	50%	34%	13%	2%	17%	31%	25%	27%	48%	32%	0%	21%



Wallpaper glue job | Portion of the product used

Wallpaper glue

Q: How much glue did you use for this glue job?

Filter: Has used wallpaper glue in the past year & the specific container

			***					9			The state of the s						
Buck	et	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< 1/2	Small	Most	1/2	< 1/2	Small
	Large (~15kg)	60%	26%	14%	0%	55%	33%	13%	0%	50%	0%	50%	0%	75%	25%	0%	0%
<u> </u>	Medium (~10kg)	43%	28%	17%	12%	57%	24%	13%	6%	39%	19%	21%	21%	32%	41%	17%	11%
	Small (~3-5kg) n=29 / 5 / 18 / 6	27%	13%	35%	25%	40%	0%	41%	19%	11%	21%	34%	34%	67%	0%	33%	0%
Вох																	
	Large (~500-600g)	64%	28%	0%	8%	63%	26%	0%	11%	48%	52%	0%	0%	100%	0%	0%	0%
	Medium (~300-400g) n=54 / 37 / 16 / 1	52%	31%	13%	4%	57%	32%	11%	0%	44%	25%	19%	12%	0%	100%	0%	0%
	Small (~100-200g) n=39 / 14 / 25 / 0	33%	28%	18%	21%	65%	14%	14%	7%	16%	36%	20%	28%	-	-	-	-
Can																	
	Large (~5kg)	28%	28%	26%	18%	47%	53%	0%	0%	-	-	-	-	24%	22%	32%	22%
	Medium (~2kg) n=29 / 6 / 13 / 10	31%	42%	13%	13%	31%	69%	0%	0%	32%	38%	7%	22%	30%	30%	30%	9%
	Small (~1kg) n=37 / 2 / 31 / 4	16%	25%	44%	16%	0%	0%	51%	50%	13%	23%	48%	16%	49%	51%	0%	0%
Bag	5																
	Large (~10kg)	52%	49%	0%	0%	36%	64%	0%	0%	100%	0%	0%	0%	-	-	-	-
	Medium (~5kg) n=35 / 20 / 14 / 2	38%	42%	15%	6%	60%	29%	11%	0%	7%	57%	22%	14%	46%	54%	0%	0%
1	Small (~3kg)	33%	26%	19%	21%	44%	35%	17%	5%	19%	19%	27%	35%	48%	26%	0%	26%





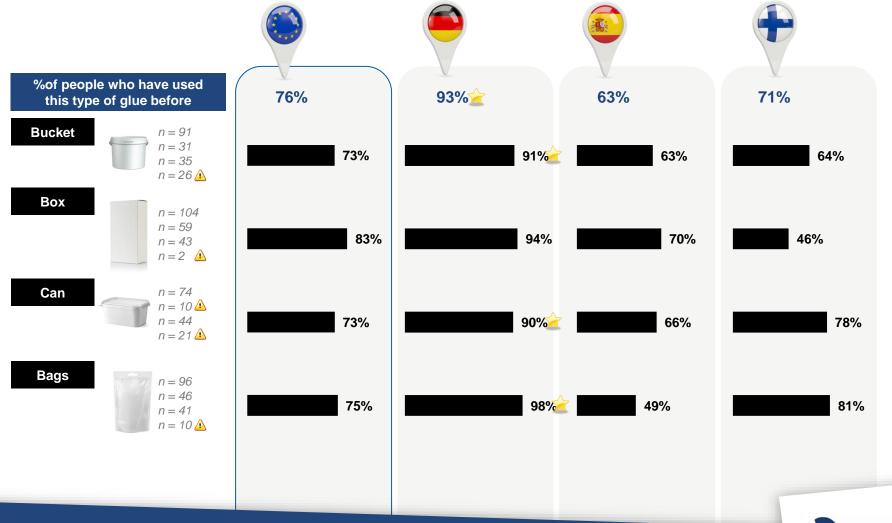
The majority of the people already had an experience with wallpaper glue. Especially the Germans.

Wallpaper glue job | Previous experience with the glue container

Wallpaper glue

Q: Have you used the same type of glue before or was it the first time?

n (EU) = 365 / n (DE) = 147 / n (SP) = 162 / n (FI) = 57 | Filter: Has used wallpaper glue in the past year & in the specific container







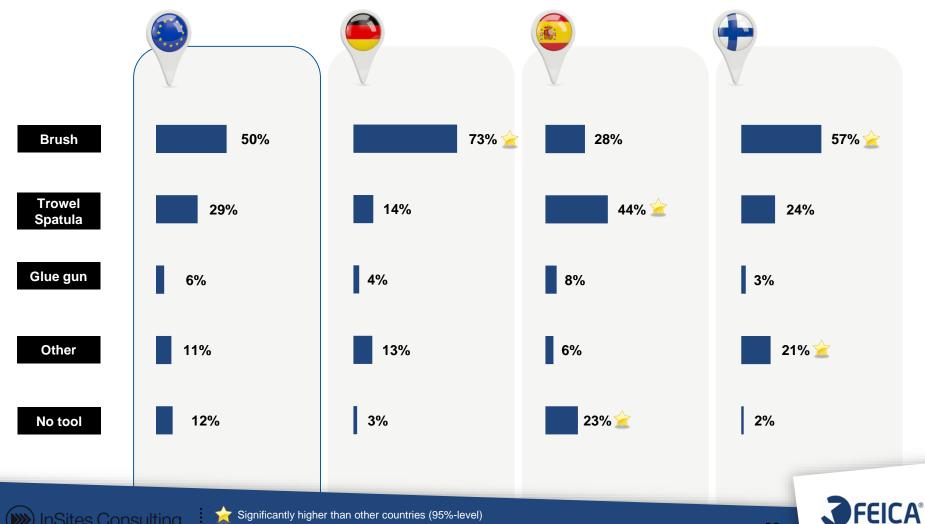
About 1 in 10 European and 2 in 10 Spanish did not use any tool when doing the wallpaper glue. While Germans and Finish rather use a brush, spanish rather use a trowel or spatula.

Wallpaper glue job | Application tool

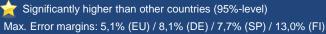
Wallpaper glue

Q: Did you use a specific tool to apply the glue?

n (EU) = 385 / n (DE) = 150 / n (SP) = 178 / n (FI) = 58 | Filter= Has used wallpaper glue in the past year







Wallpaper glue job | Application tool

Wallpaper glue

Q: Did you use a specific tool to apply the glue?

Filter: Has used wallpaper glue in the past year & in the specific container

	Brush	Trowel/ Spatula	Glue gun									
Bucket $ \begin{array}{c} n = 91 \\ n = 31 \\ n = 35 \\ n = 26 \\ \end{array} $	49%	38%	7%	71%	29%	7 %	26%	57%	8%	53%	22%	7%
n = 104 n = 59 n = 43 n = 2	59%	23%	0%	76%	10%	0%	35%	40%	0%	54%	46%	0%
Can $ n = 74 $ $ n = 10 \stackrel{\triangle}{\triangle} $ $ n = 44 $ $ n = 21 \stackrel{\triangle}{\triangle} $	46%	31%	11%	58%	10%	11%	32%	43%	16%	69%	17%	0%
n = 96 n = 46 n = 41 n = 10 ♣	51%	31%	7%	76%	11%	7%	26%	51%	10%	39%	40%	0%





Wallpaper glue

Wallpaper glue job | Place of usage and Ventilation

Q: Did you use the glue in a well-ventilated area (e.g. you opened the windows)? Filter: Has used wallpaper glue in the past year

	Absolutely well-ventilated	To a certain extent	Not really well-ventilated
n=121	27%	41%	32%
n=52	23%	44%	33%
n=53	35%	42%	29%
n=16 <u>1</u>	11%	29%	60%



The majority of the people have read the usage instructions of the wallpaper glue before doing the job.

Wallpaper glue job | Usage instructions reading



- Q: Did you read the glue usage instructions before the glue job? Filter: Used this glue in the past year
- Q: You mentioned having used this type of glue before. Have you ever read the usage instructions of this type of glue?

Filter = if used this type of glue before and did not read instructions in last glue job





Wallpaper glue

Wallpaper glue job | Protective clothing

- Q: Did you wear any protective clothing during your glue job (e.g. gloves or an overall)? Filter: Has used wallpaper glue in the past year
- Q: What type of protective clothing did you use when doing your last glue job? Filter: Has used protective clothing



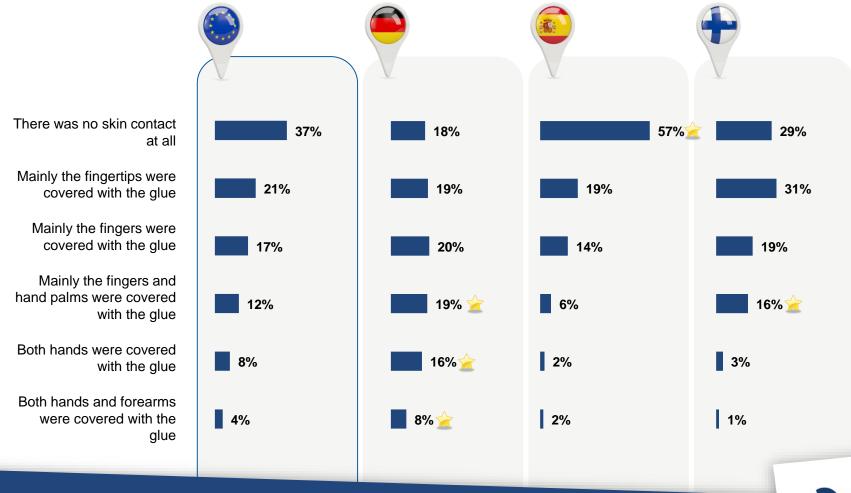


Only 4 in 10 indicate they had no skin contact with the wallpaper glue. Spanish people are those who had the least skin contact.

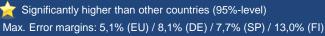
Wallpaper glue job | Skin contact

Wallpaper glue

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? n (EU) = 385 / n (DE) = 150 / n (SP) = 178 / n (FI) = 58 | Filter = Has wallpaper carpet glue in the past year







104

Wallpaper glue job | Skin contact

Wallpaper glue

Q: When doing this last glue job, to what extend did your skin come in direct contact with the glue? Filter = Has used wallpaper glue in the past year & the specific container









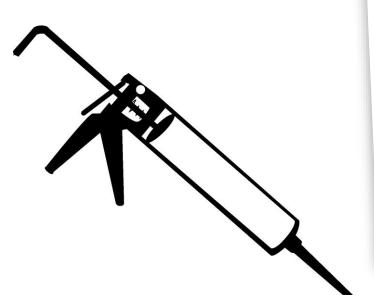
	Bucket	Box	Can	Bags	Bucket	Box	Can	Bags	Bucket	Box	Can	Bags	Bucket	Box	Can	Bags
	n=90	n=104	n=75	n=95	n=31	n=59	n=10 👍	n=45	n=35	n=43	n=44	n=41	n=25	n=2 🔔	n=22	n=9
There was no skin contact at all	38%	26%	49%	34%	38%	8%	32%	13%	49%	49%	64%	56%	22%	54%	26%	48%
Mainly the fingertips were covered with the glue	25%	21%	16%	21%	22%	19%	9%	20%	23%	25%	9%	20%	31%	0%	34%	31%
Mainly the fingers were covered with the glue	18%	19%	13%	20%	14%	21%	9%	25%	17%	16%	13%	17%	25%	46%	13%	10%
Mainly the fingers and hand palms were covered with the glue	13%	14%	16%	11%	16%	19%	30%	20%	6%	7%	9%	3%	18%	0%	23%	0%
Both hands were covered with the glue	5%	12%	4%	10%	7%	20%	20%	16%	3%	2%	2%	3%	4%	0%	0%	11%
Both hands and forearms were covered with the glue	2%	8%	2%	4%	3%	13%	0%	7%	3%	0%	2%	2%	0%	0%	4%	0%

☆ Significantly higher (95%-level)





ZOOM ON SEALANT

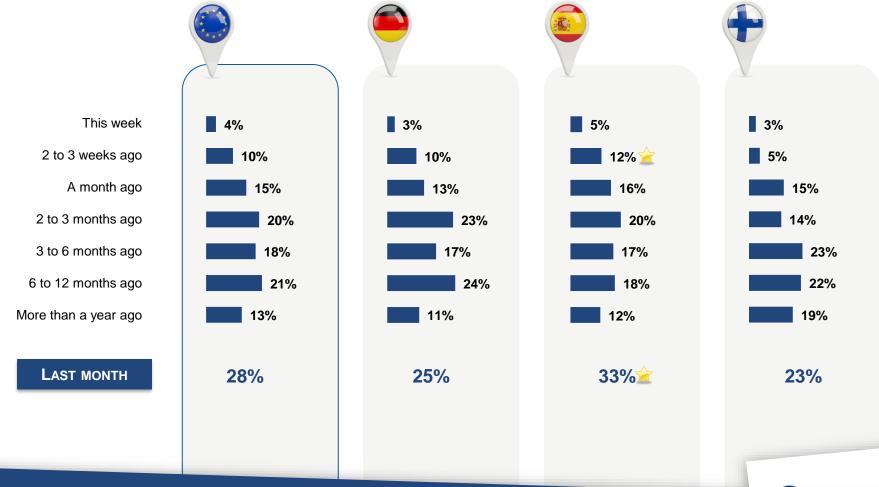




Usage of sealant | Last time usage

Sealant

Q: We would like you to think back to the last time you have used a sealant. When was this? n (EU) = 791 / n (DE) = 255 / n (SP) = 360 / n (FI) = 175 | Filter = Has used sealant





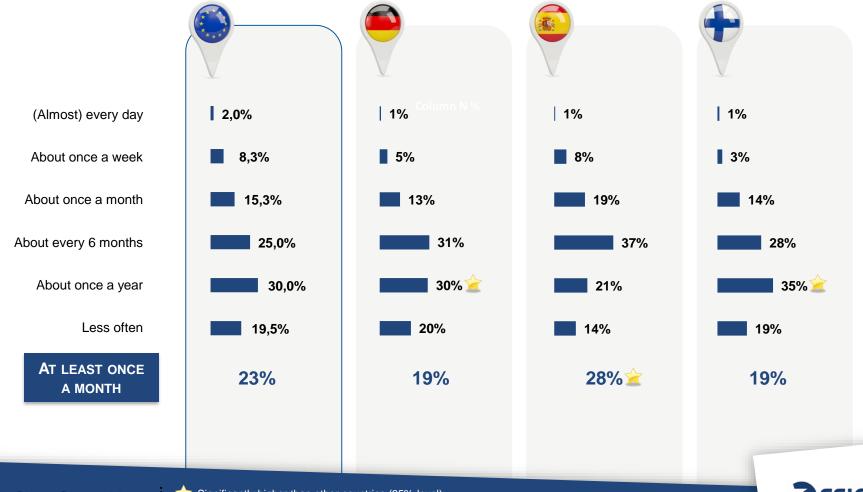


Usage of sealant | Frequency of usage

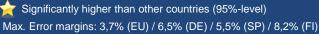
Q: In general how often do you use a sealant?

n (EU) = 687 / n (DE) = 226 / n (SP) = 317 / n (FI) = 144 | Filter = Has used sealant in the past year



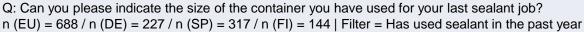




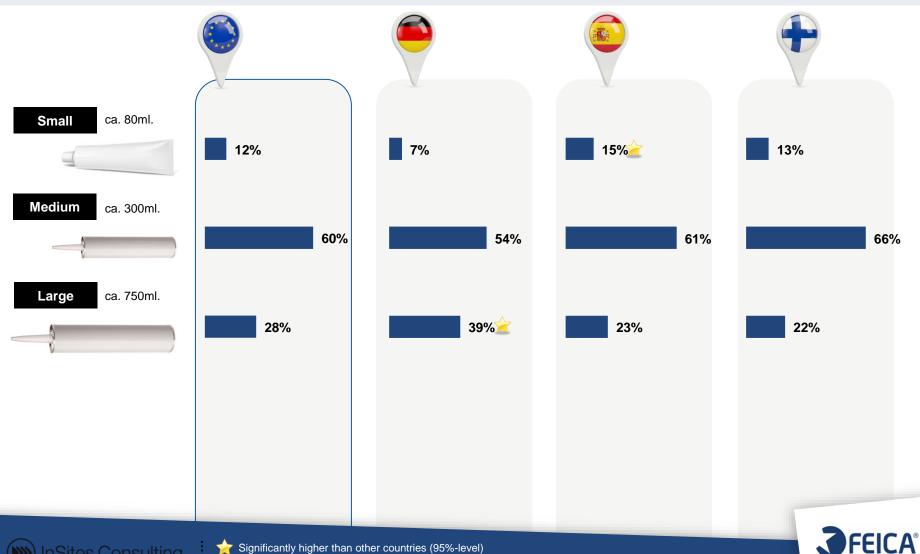


The majority of the people use the medium cartridge. Compared to other countries, spanish use the small tube more often while german are more to use the large cartridge.

Usage of sealant | Container used





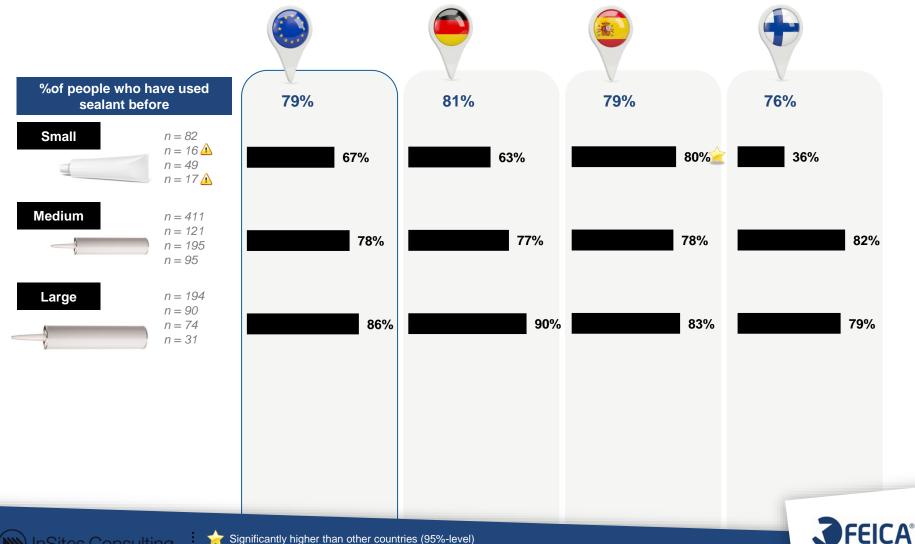


For 8 in 10 Europeans it was not the first time they were using sealant. Those using sealant in a tube were however less familiar with this type of sealant.

Usage of sealant | Previous experience with the sealant container

Q: Have you used the same type of sealant before or was it the first time? n (EU) = 688 / n (DE) = 227 / n (SP) = 317 / n (FI) = 144 | Filter: Has used sealant in the past year & in the specific container





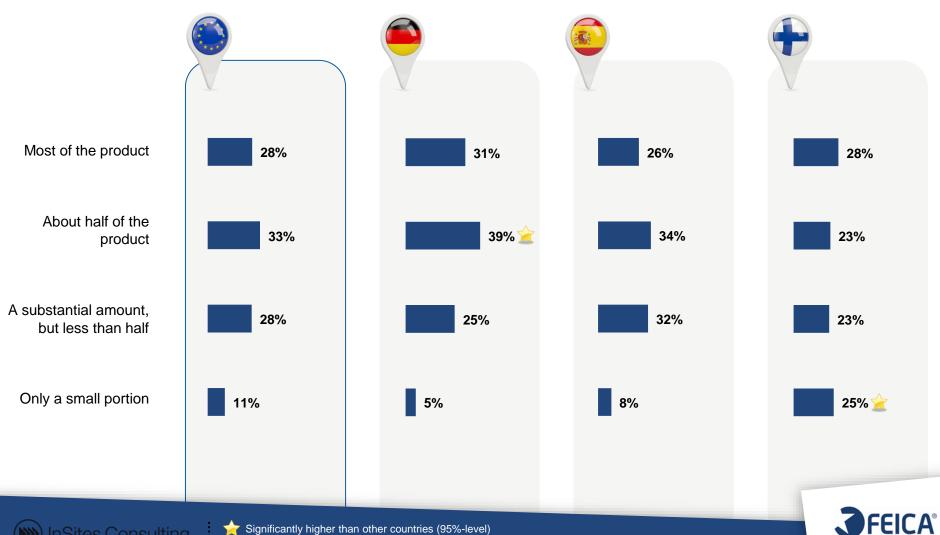


Usage of sealant | Portion of the product used

Q: How much sealant did you use for this sealant job?

n (EU) = 687 / n (DE) = 226 / n (SP) = 317 / n (FI) = 143 | Filter= Has used sealant in the past year





More than half of the peole have used at least the half of the product. This is true for all 3 sizes.

Usage of sealant | Portion of the product used

Q: How much sealant did you use for this sealant job?

Filter= Has used sealant in the past year & the specific container











		Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small	Most	1/2	< ½	Small
Small	n = 82 $n = 16 $ $n = 49$ $n = 17$	30%	20%	32%	17%	31%	31%	25%	12%	31%	20%	39%	10%	28%	10%	21%	41%
Medium	n = 411 n = 121 n = 195 n = 95	23%	36%	29%	12%	26%	40%	27%	7%	20%	38%	32%	10%	28%	26%	23%	23%
Large	n = 194 n = 90 n = 74 n = 31	37%	33%	24%	6%	37%	38%	23%	2%	39%	31%	27%	3%	32%	24%	22%	23%

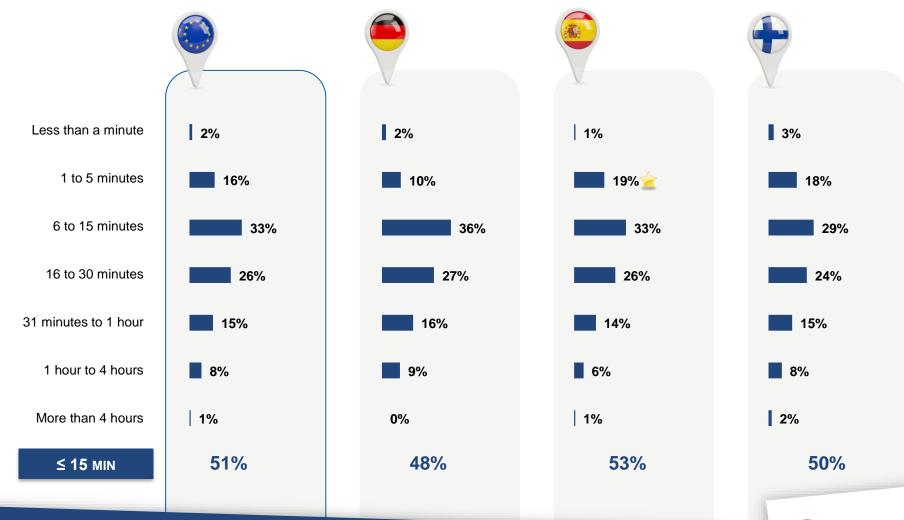


Usage of sealant | Duration

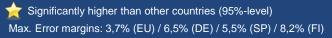
Q: In total, how long did it take you to do this sealant job?

n (EU) = 687 / n (DE) = 226 / n (SP) = 317 / n (FI) = 143 | Filter= Has used sealant in the past year











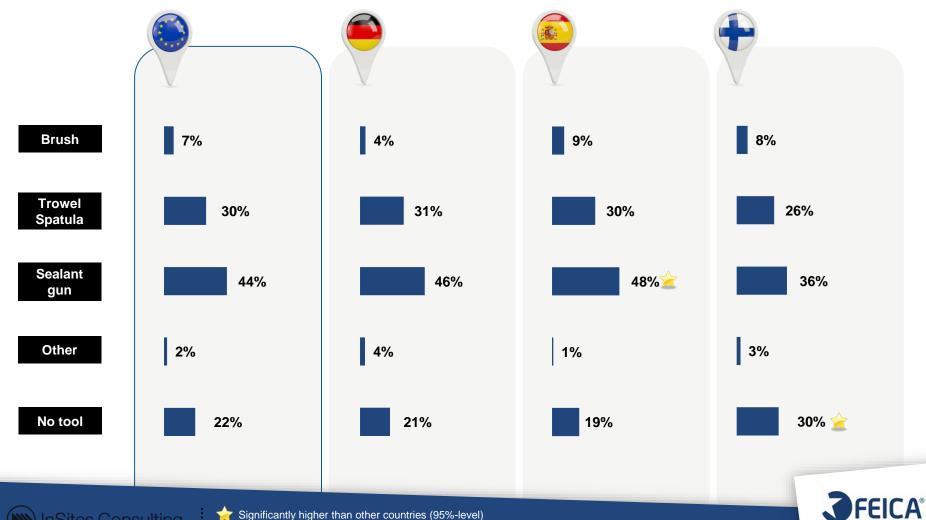
Around 4 in 5 people have used a tool when doing their sealant job. Most common is the sealant gun. Finish people are less to use tools however.

Usage of sealant | Application tool

Q: Did you use a specific tool for your last sealant job?

n (EU) = 687 / n (DE) = 226 / n (SP) = 317 / n (FI) = 143 | Filter = Has used sealant in the past year







Usage of sealant | Application tool

Q: Did you use a specific tool for your last sealant job?

Filter: Has used sealant in the past year & in the specific container



riilei. Has	used sealar	ni in ine pa	isi year & iii	the specifi	c container								
									e de la companya della companya della companya de la companya della companya dell				
		Brush	Trowel/ Spatula	Sealant gun	Brush	Trowel/ Spatula	Sealant gun	Brush	Trowel/ Spatula	Sealant gun	Brush	Trowel/ Spatula	Sealani gun
Small	n = 82 $n = 16$	11%	32%	13%	6%	44%	12%	15%	33%	14%	6%	21%	10%
Medium ——∜	n = 411 n = 121 n = 195 n = 95	7%	30%	43%	4%	32%	39%	9%	31%	48%	8%	26%	36%
Large	n = 194 n = 90 n = 74 n = 31	4%	28%	61%	3%	27%	61%	3%	27%	67%	6%	31%	48%



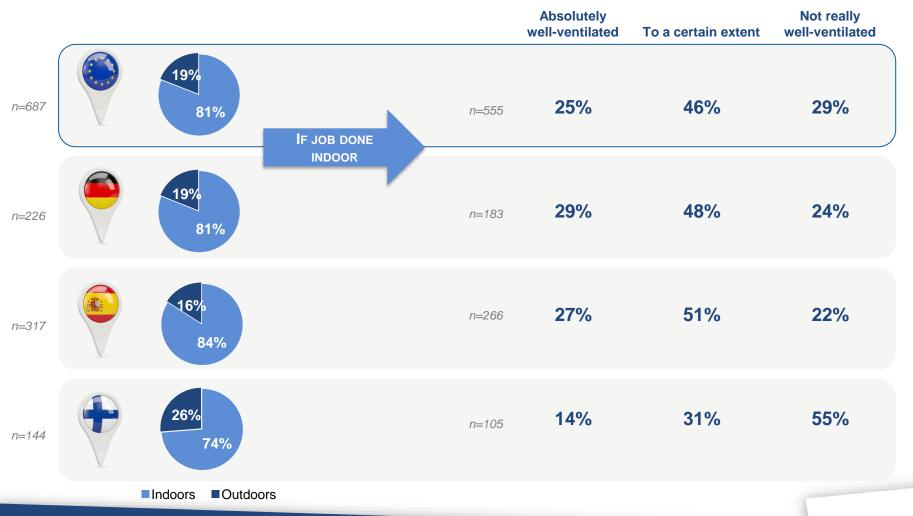
4 in 5 people have done the sealant job indoors. Amongst them the majority did it in a place which was at least ventilated to some extent.

Usage of sealant | Place of usage and Ventilation



Q: Was the sealant job done indoors or outdoors? | Filter: Has used sealant in the past year

Did you use the glue in a well-ventilated area (e.g. you opened the windows)? | Filter: Has used sealant in the past year & job done indoor







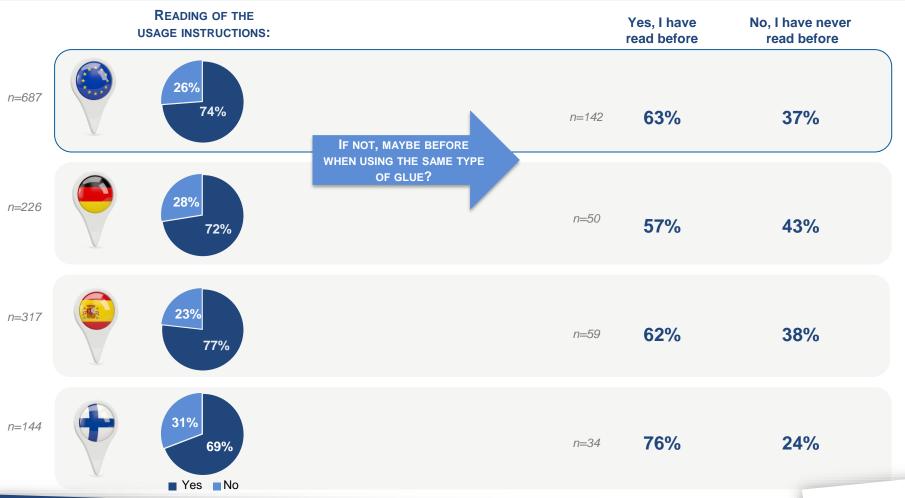
In Europe, only 10% of the people have not read the usage instruction before using the sealant. They have either read them before their last job or during a previous usage.

Usage of sealant | Usage instructions reading



- Q: Did you read the sealant usage instructions before the sealant job? | Filter: Used this glue in the past year
- Q: You mentioned having used this type of sealant before. Have you ever read the usage instructions of this type of sealant?

Filter = if used this type of glue before and did not read instructions in last sealant job





Only 3 in 10 europeans are wearing protective clothing. Finish and Spanish are the most careful in terms of wearing protections. Most of them wear gloves.

Usage of sealant | Protective clothing



- Q: Did you wear any protective clothing during your sealant job (e.g. gloves or an overall)? | Filter: Has used sealant in the past year
- Q: What type of protective clothing did you use when doing your last sealant job? | Filter: Has used protective clothing





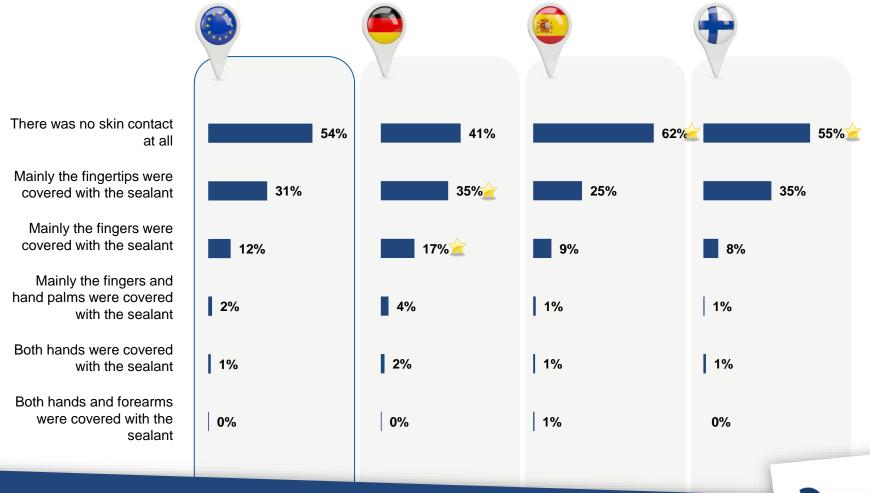


Spanish and Finish people which are more to wear protective clothing are less in direct skin contact with the sealant. 1 in 3 german got its fingertips covered with the sealant.

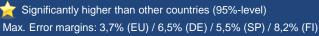
Usage of sealant | Skin contact



Q: When doing this last sealant job, did your skin -e.g. your hands- come in direct contact with the sealant? n (EU) = 687 / n (DE) = 226 / n (SP) = 317 / n (FI) = 143 | Filter= Has used sealant in the past year













Q: When doing this last sealant job, did your skin -e.g. your hands- come in direct contact with the sealant? Filter = Has used sealant in the past year & the specific container

	Small	Medium	Large	Small	Medium	Large	Small	Medium	Large	Small	Medium	Large
	n=82	n=411	n=195	n=16	<u> </u>	n=89	n=49	n=194	n=74	n=18 <u>4</u>	n=94	n=32
There was no skin contact at all	57%	55%	51%	49%	43%	38%	55%	64%	62%	70%	50%	63%
Mainly the fingertips were covered with the sealant	35%	29%	32%	33%	32%	39%	39%	22%	26%	25%	39%	28%
Mainly the fingers were covered with the sealant	7%	11%	15%	12%	15%	22%	6%	10%	11%	5%	9%	6%
Mainly the fingers and hand palms were covered with the sealant	1%	3%	1%	6%	7%	0%	0%	2%	1%	0%	1%	0%
Both hands were covered with the sealant	0%	2%	1%	0%	3%	1%	0%	2%	0%	0%	1%	3%
Both hands and forearms were covered with the	0%	1%	0%	0%	1%	0%	0%	1%	0%	0%	0%	0%





sealant





CONCLUSIONS



- FEICA asked InSites Consulting to conduct a consumer survey on glues and sealants in 3
 European countries, representing different well-known habits and uses:
 - Spain (as example of Southern countries),
 - Finland (as example of Nordic countries) and,
 - Germany (as example of Central-Europe).
- For each country, we have interviewed a sample that is representative of the national population in terms of age and gender.
- From this sample, we have <u>only</u> selected in our final sample those respondents who have used at least one type of the following glues in the past year:
 - Regular glues (e.g. universal glues for stationery, tinkering tasks, hobby or household purposes)
 - Wallpaper glues
 - Parquet glues
 - Carpet glues
 - Tile glues (incl. glue for both tile-floors and/or tile-walls)
- It is to be noted that sealants were not added to the list of products used in the past year (i.e. regular or specific types of glues) that used to select our final sample. Usage of sealants was measured amongst our final target group only (i.e. Europeans who have used glues in the past year). Therefore, penetration rate for sealants cannot be derived for the total European level nor for the national level (i.e. per country). Penetration rate can only be calculated amongst our target group population.

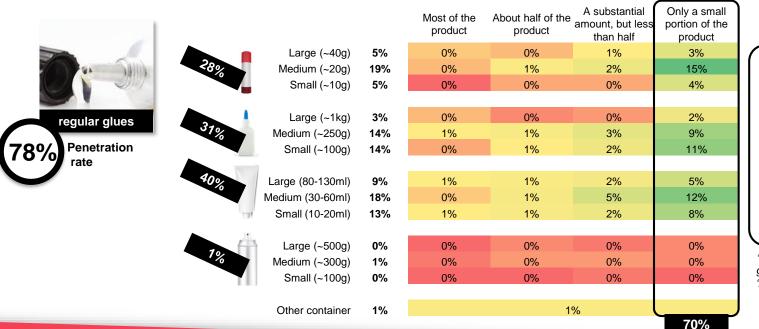


- Based on the total national representative population we interviewed, we have been able to derive the **penetration rate of each types of glues**, on a total European level and on a national level .
 - On average in Europe, **78% of the respondents have used regular glues** in the past year. These types of glues are the most common, with the highest penetration rate in Europe. Their usage is well spread across gender and age categories.
 - Amongst the more specific types of glue, wallpaper glue has been used in the past year by 23% of the Europeans, tile glue by 15%, carpet glue by 8% and parquet glue by 7%.
 - With regard to the penetration rate, for tile glues it is higher in Spain (28%), whereas for wallpaper glues it is especially low in Finland, with only 1 out of 10 respondents who have used it in the past year.
 - As regards to the profile of the respondents using the specific types of glues, they are mostly men and people aged between 20 and 35.
- As indicated on the previous page, penetration rate of sealants cannot be derived for the total national representative population.



- For sealants, 1 in every 2 respondents who have used glues (either regular or more specific types), have also used a sealant in the past year (54%). Concerning their profile, the majority of those using sealant are men (57%), but they are equally spread in terms of age categories.
- Once participants have been selected for our final sample, we have looked more closely at their use
 of both sealants and the types of glues that they used in the past year.
- For each zoom on a specific glue type, our final sample is representative of the target population, -i.e. participants who have used the type of glue in the past year. This allows us to draw accurate conclusions on the overall usage of the glues and sealants.
- It is important to emphasize that due to the lower penetration rate of some types of glues such as carpet glue (8% penetration rate in EU) or parquet glue (7% of penetration rate in EU), our sample size when zooming on those glues is much lower, especially when looking at the results at the country level.
- In some cases, results should be examined carefully before drawing firm conclusions, as the low sample sizes increase the margin of error. This is especially the case for Finland when looking at parquet, carpet and tile glues. Therefore, this survey's conclusions will essentially focus on the results of the total European level, rather than the national level (i.e. per country).

- In Europe, **4 of 10 users** of <u>regular glues</u> used the **tube container** for their last glue job. The *bottle* is also quite popular with 31% of the consumers, and the *stick* with 28%. While the tube and the bottle are mostly bought in a medium or small size, the *stick* is mostly bought in medium size. Usage of the *aerosol* container is very small. Only 1% of the respondents indicated they used it for their last glue job.
- The majority of the users of regular glues (70%), have **only used a small portion** of the product during their last glue job. Even those who had bought a medium or large container did not use higher amounts of the product.
- Regular glues are used quite frequently: 16% use it at least once a week and 34% use it once a month.

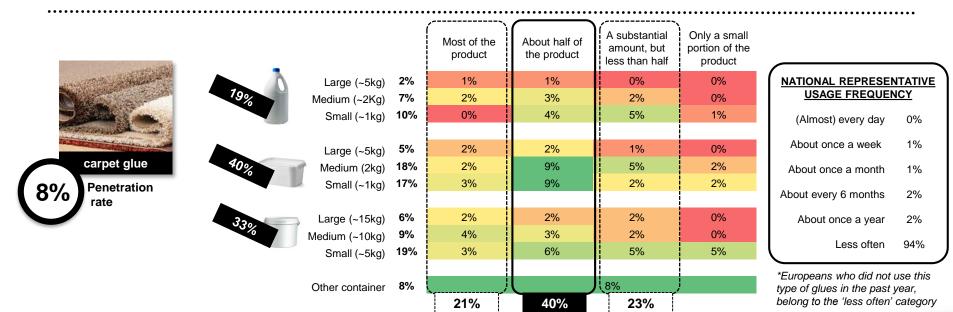


NATIONAL REPRESENTATIVE USAGE FREQUENCY					
(Almost) every day	2%				
About once a week	14%				
About once a month	34%				
About every 6 months	20%				
About once a year	4%				
Less often	26%				

*Europeans who did not use these glues in the past year, belong to the 'less often' category



- In Europe, <u>carpet glue</u> is mostly used in a *can* (40%) or in a *bucket* (33%). In general, the large format is only bought by a minority of users (13%). The small package is the most common in Europe, especially the small bucket which is used by 1 in every 5 Europeans.
- 40% of the Europeans using carpet glue have used about half of the product during their last glue job.
 1 in every 5 has used either most of the product (21%) or a substantial amount but still less than half of the product (23%).
- With only 8% of the Europeans who have used carpet glue in the past year, its usage frequency is very low. Only 6% indicated they use it once a year or more.



- It is to be noted that that the glues covered in this section refer to "ceramic and the like" and includes both wall and floor tiles, as well as border & feature tiles (mosaic tiles)
- Most used type of container for <u>tile glue</u> is the bag (36%) or the can (33%). However, there are still many Europeans who buy their tile glue in a bucket (25%).
- Only a few users, buying the glue in a bucket or in a can, have used a large container. Those who bought the glue in a bag are more to buy it in a large size.
- Less than 1 in every 10 users of tile glue, has used only a small portion of the product. About one third of the Europeans who used tile glue in the past year have used most of the product during their last glue job.
- Tile glue is not used very often. Only 11% of the Europeans use it on a yearly basis.



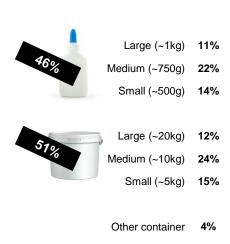
Most of the product	About half of the product	A substantial amount, but less than half	Only a small portion of the product
2%	1%	0%	0%
2%	5%	2%	0%
3%	3%	5%	2%
2%	1%	0%	0%
4%	5%	3%	0%
4%	3%	9%	2%
6%	3%	0%	0%
5%	3%	2%	0%
5%	4%	4%	4%
	\	ر ر	
33%	27%	26%	

NATIONAL REPRESENTATIVE USAGE FREQUENCY					
(Almost) every day	0%				
About once a week	1%				
About once a month	3%				
About every 6 months	4%				
About once a year	3%				
Less often	89%				

*Europeans who did not use this type of glue in the past year, belong to the 'less often' category

- <u>Parquet glue</u> was almost equally used in a bottle or in a bucket for the last glue job. Indeed, while 51% have used the bucket, 46% have used the bottle. For both containers, the medium sized packaging was the most often used.
- Two thirds of the Europeans using parquet glue have used at least half of the product. From those, half even
 indicated they have used most of the product during their last glue job. Only 1 out of 10 users of parquet glue
 have used a small portion of the product.
- Parquet glue is used even less often than carpet or tile glues. 95% of the Europeans use it less often than
 once a year.





Most of the product	About half of the product	A substantial amount, but less than half	Only a small portion of the product
4%	5%	2%	1%
3%	12%	5%	3%
1%	6%	4%	4%
8%	4%	0%	0%
13%	5%	5%	1%
5%	2%	6%	2%
	49	6	
33%	33%		

NATIONAL REPRESENTATIVE USAGE FREQUENCY					
(Almost) every day	0%				
About once a week	1%				
About once a month	1%				
About every 6 months	1%				
About once a year	1%				
Less often	95%				

*Europeans who did not use this type of glue in the past year belong to the 'less often' category



- Usage of <u>wallpaper glue</u> is relatively well spread over the 4 different types of containers. The box is mostly used, with 27% of the Europeans who used it in the last year. It is followed by the bag (25%), the bucket (23%) and, to a lesser extent, the can (21%).
- Only 1 out of 10 Europeans using wallpaper glue have used large containers. The bucket and the box are
 mostly used in medium-sized containers, while the can and the bags are mostly used in a small-sized container.
- About two thirds of the users have used at least half of the glue during their last glue job.
- Wallpaper glue was used in the past year by almost 1 out of 4 Europeans. This type of glue is used a bit more often compared to other specific types of glues. 1 of 10 Europeans use it at least once every 6 months.

wallpaper glue	4
Penetration rate	4
	4

23%	Large (~15kg) Medium (~10kg) Small (3-5kg)	4% 12% 8%
27%	Large (500-600g) Medium (300-400g) Small (100-200g)	3% 14% 10%
21%	Large (5kg) Medium (2kg) Small (1kg)	3% 8% 10%
25%	Large (~10kg) Medium (~5kg) Small (~3kg)	1% 9% 15%
	Other container	5%

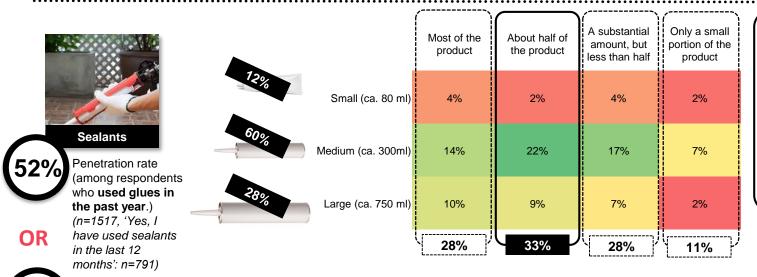
Most of the product	About half of the product	A substantial amount, but less than half	Only a small portion of the product
2%	1%	1%	0%
5%	3%	2%	2%
2%	1%	3%	2%
2%	1%	0%	0%
7%	4%	2%	1%
3%	3%	2%	2%
1%	1%	1%	1%
2%	3%	1%	1%
2%	2%	4%	2%
1%	1%	0%	0%
3%	4%	1%	1%
5%	4%	3%	3%
	5	%	
33%	28%		

NATIONAL REPRESEN USAGE FREQUEN	
USAGE FREQUEN	<u>C1</u>
(Almost) every day	0%
About once a week	2%
About once a month	3%
About every 6 months	5%
About once a year	7%
Less often	82%

*Europeans who did not use this type of glue in the past year belong to the 'less often' category



- Concerning usage of <u>sealants</u>, it is important to examine results carefully as data was collected amongst respondents who used glue (regular or specific) in the past year. Hence, conclusions for this product are not representative for the total population using sealant, but only for a sub-group of this population also using glues.
- In Europe, half of the people who used glues (regular or specific) in the past year have also used sealants. The majority of them have used a **medium-sized cartridge container** (60%). Only 1 out of 10 users of sealants have used the *tube* instead of the cartridge.
- When doing their last sealant job, most users have **used at least a substantial part of the product**. 6 in every 10 users have used half of the product or more.
- Europeans who did a sealant job in the past year are frequent user of sealant. 1 in 4 does it on a monthly basis.



USAGE FREQUENCY

(Almost) every day 1%

About once a week 6%

About once a month 16%

About every 6 months 33%

About once a year 27%

Less often 17%

*Usage frequency for sealants is measured among the target group only, i.e. Europeans who have used glue in the past year.

*Europeans who did not use this type of glue in the past year belong to the 'less often' category

Penetration rate (among respondents who used glues in the past year.)

(n=1517, 'Yes, I have used sealants in the last 12 months' and excluding 104 respondents who indicated they used sealants more than one year ago (The less often users' category): n=688)

JFEICA