

# The 2022-2027 Outlook for Bulk Fluid Milk and Cream for US Zip Codes

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## Abstracts

This study covers the latent demand outlook for bulk fluid milk and cream across the states and zip codes of the United States. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 10,833 zip codes in the United States. For each zip code in question, the percent share the zip code is of its state and of the United States as a whole is reported. These comparative benchmarks allow the reader to quickly gauge a zip code vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each state and zip code, latent demand estimates are created for bulk fluid milk and cream. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

This study covers bulk fluid milk and cream as defined by the North American Industrial Classification system or NAICS (pronounced "nakes").

The NAICS code for bulk fluid milk and cream is 3115111. It is for this definition that aggregate latent demand estimates are derived. Bulk fluid milk and cream is specifically defined as follows:

3115111 Bulk fluid milk and cream

31151111 Fluid whole milk, bulk sales

31151112 Other bulk fluid milk and cream

3115111111 Fluid whole milk, bulk sales

3115111221 Fluid skim milk, bulk sales

3115111231 Fluid cream and buttermilk, bulk sales

3115111241 Other bulk fluid milk and cream (eggnog, lowfat, etc.)

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