

# The 2022-2027 Outlook for Commercial Envelopes for US Zip Codes

https://marketpublishers.com/r/25ABFFEC1156EN.html

Date: November 2021 Pages: 512 Price: US\$ 595.00 (Single User License) ID: 25ABFFEC1156EN

# Abstracts

This study covers the latent demand outlook for commercial envelopes 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 commercial envelopes. 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 commercial envelopes as defined by the North American Industrial Classification system or NAICS (pronounced "nakes").

The NAICS code for commercial envelopes is 3222320. It is for this definition that aggregate latent demand estimates are derived. Commercial envelopes is specifically defined as follows:

3222320 ENVELOPES, COMMERCIAL, ALL TYPES AND MATERIALS

32223201 Envelopes, commercial, all types and materials

3222320111 Envelopes, commercial, clasp and string and button types, including



mailing

3222320121 Envelopes, commercial, white or colored mailing, except clasp and string and button types

3222320131 Envelopes, commercial, kraft mailing, except clasp and string and button types

3222320141 Envelopes, commercial, all other types, including padded shipping envelopes



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