

# The 2022-2027 Outlook for Commercial, Industrial, and Institutional Laundry Detergents for US Zip Codes

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## Abstracts

This study covers the latent demand outlook for commercial, industrial, and institutional laundry detergents 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, industrial, and institutional laundry detergents. 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, industrial, and institutional laundry detergents as defined by the North American Industrial Classification system or NAICS (pronounced "nakes").

The NAICS code for commercial, industrial, and institutional laundry detergents is 32561112. It is for this definition that aggregate latent demand estimates are derived. Commercial, industrial, and institutional laundry detergents is specifically defined as follows:

32561112 Commercial, industrial, and institutional laundry detergents

325611211 Commercial, industrial, and institutional dry laundry detergents

325611221 Commercial, industrial, and institutional liquid laundry detergents

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