

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

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Abstracts

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

The NAICS code for commercial, industrial, and institutional soaps and detergents is 32561111. It is for this definition that aggregate latent demand estimates are derived. Commercial, industrial, and institutional soaps and detergents is specifically defined as follows:

32561111 Soaps and detergents, commercial, industrial, and institutional

3256111111 Dry hard surface commercial, industrial, and institutional cleaners

3256111121 Liquid hard surface commercial, industrial, and institutional cleaners

3256111131 Aerosol hard surface commercial, industrial, and institutional cleaners

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