

# The 2022-2027 Outlook for Consumer-Type Canned Milk Products Excluding Substitutes for US Zip Codes

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## Abstracts

This study covers the latent demand outlook for consumer-type canned milk products excluding substitutes 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 consumer-type canned milk products excluding substitutes. 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 consumer-type canned milk products excluding substitutes as defined by the North American Industrial Classification system or NAICS (pronounced "nakes").

The NAICS code for consumer-type canned milk products excluding substitutes is 3115145. It is for this definition that aggregate latent demand estimates are derived. Consumer-type canned milk products excluding substitutes is specifically defined as follows:

**3115145 CANNED MILK PRODUCTS (CONSUMER TYPE CANS), EXCEPT  
SUBSTITUTES**

31151451 Canned evaporated milk, condensed milk, and milk based dietary supplements and weight control products (consumer type cans), except substitutes

31151452 Canned milk based infants' formula, liquid (consumer type cans), except substitutes

31151453 Other canned milk products, including canned whole milk (consumer type cans) , except substitutes

31151454 U.H.T. fluid milk

3115145111 Canned evaporated milk (consumer type cans), except substitutes

3115145121 Canned condensed milk (consumer type cans), except substitutes

3115145131 Canned milk based dietary supplements, weight control products (consumer type cans), except substitutes

3115145241 Canned milk based infants' formula, liquid (consumer type cans), except substitutes

3115145351 Other canned milk products, including canned whole milk (consumer type cans), except substitutes

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