
A

Abandonment · *See* Product life cycle
Accuracy · *See* Data Quality
ACF *See* Box-Jenkins methodology
Additive decomposition
 monthly beer production · 149
 objective 144
 quarterly calculator sales 151
 RMA method · 133
Agile Forecasting · 370
 courseware xv
 credible approaches · 378
 end result · 392
 implementation checklist · 382
 management evaluation · 386
 useful models · 383
Airline passenger miles data
 ANOVA decomposition 226
 data table · 159
 inserted outliers · 157
 time plot 226
ALARM formula 104
American Farm Bureau Federation (AFBF) · 162
 turkey costs · 163
Andrews, Dave · *See* Princeton Robustness Study
Annual housing starts
 moving average plot · 62
 scatter diagram with mortgage rates · 37
Annual mortgage rates
 moving average plot · 62
ANOVA decomposition
 airline passenger miles · 226
 automobile sales · 128
 bank transactions · 125
 consumer sentiment · 117
 eBook sales · 131
 Excel function · 31
 formal wear rental · 120, 139
 GLOBL case · 136, 331
 GLOBL product line B · 53
 hauls data · 106
 housing starts · 20, 31, 117
 interpretation · 127
 international tourism 21
 monthly champagne sales · 146
 quarterly gas grill sales · 146
 refrigerator sales · 33
 sales & advertising expenditures · 143
 supermarket sales · 306
 using median polish · 130, 139

ARMA process · *See* Box-Jenkins methodology
Artificial neural network
 defined · 66
Autocorrelation analysis · 230
 annual mortgage rates · 180
 lagged · 182
 objectives · 179
Automated Demand Forecasting
 caveats · 364
 checklist · 390
 constraining overrides · 368
 implementation · 365
 management overrides · 367
 optimal smoothing · 364
 override audit log · 369
 smoothing weights · 365
 starting values · 366
Automated Model Selection
 in FDSP · 359
 model profiles · 360
Automobile sales
 data table 142
 exponential smoothing · 128, 142, 215
 forecast profile · 218
 forecasting equation · 217
 taming uncertainty · 317

B

Bags lost per 100,000 passengers
 trend classification · 187
Baseline Demand Forecasting
 in FDSP · 357
Beer production
 RMA method · 148
 time plot · 148
Bias
 defined · 82
Big Data · 48
 and FDSP · 387
Bisquare weighting
 calculation · 160
 function · 158
 iterations · 302
 defined · 300
Black Box · *See* Linear filter model
Black Swan event · 298
Bohr, Niels (1885-1992) quote · 196
Box plot
 APE data · 42
 defined · 41
 residuals · 298

- Box, G.E.P. (1919 – 2013)
 ARIMA book · 226
 paraphrased · 317
 postscript 255
 quote · 225
- Box-Jenkins methodology · 22, 228
 adequacy of fit · 246
 back-shift operation · 230
 diagnostic checking · 246
 duality property · 232
 identification · 230
- Brown, R.G. (1923–2013)
 exponential smoothing · 197
- Bureau of Labor Statistics · 36
- Burns, Arthur (1904–1987)
 leading indicators · 170
- Business cycle · 60, 116
 reference dates · 170
- Business forecasting · xii, 115, 141
 in TPF · 194

C

- Canned beverage shipments
 forecast profile SES 295
 time plot · 122, 294
- Car registrations
 damped trend method · 209
 Holt method · 207
- Causal variables · *See* Regression models
- Census seasonal adjustment method · 154
- Centered moving average
 defined · 70, 134
- Central tendency *See* Typical value
- CES survey · *See* Current Employment Statistics
- Ceteris paribus condition
 defined · 286
- Champagne sales
 data table 72
 moving average calculations · 135
 time plot · 71
- Change and chance
 causes · 2, 15, 24, 247, 315
- Checklist
 ARIMA modeling 253
 automated demand forecasting 390
 demand forecaster · 324
 forecast implementation 388
 multiple linear regression · 279
 software selection 389
- Cleveland, Bill
 data graphics · 35
- Clips for sunglasses
 time plot · 153
- Coincident indicators
 defined · 172
- Collaborative Planning, Forecasting and Replenishment (CPFR) · 66, 358
- Combining forecasts · 61, 319
 GLOBL case · 334
- Company sales
 exponential smoothing methods · 214
- Company travel expenses
 SES method · 201
- Competitive pricing index · 326
- Complex process · 26
- Composite indicators · 175
- Conference Board · 31
- Conformity · *See* Data Quality
- Consistency of timing · *See* Selecting indicators
- Consistency · *See* Data Quality
- Constant elasticity model · 291
- Consumer Confidence Index
 time plot · 31
- Consumer habits · 17
- Consumer price index · 290
- Consumer sentiment index
 time plot · 117
- Consumption model · 263
- Continuous Replenishment Programs (CRP)
 retail industry · 152
- Correlation analysis
 in regression models · ix, 282
- Correlogram
 annual housing starts · 186
 annual mortgage rates · 186
 autocorrelation detection · 295
 defined · 183, 247
 display · 184
 flour price index · 293
 formula · 184
 GLOBL case · 332
 hotel/motel room demand ARIMA models · 249
 low-order dependence · 186
 mixed ARMA model · 232
 patterns · 184
 random series · 184, 294
- CPDF® workshop · 161
- CPFR · *See* Collaborative Planning, Forecasting and Replenishment
- Credible forecasting · 11
- Cross-Functional Forecast Data Requirements
 in FDSP · 356
- CSCMP · 4
- Current Employment Statistics · 36
- Customer versus consumer

iv)

defined · 345
 Cycle · *See* Trend/cycle
 Cycle time · 348

D

Dagum, Estela Bee
 X-11ARIMA/88 · 155
 Daily bank transaction volumes · *See* Trading-day patterns
 Data adjustments
 GLOBL case · 334
 data mining · xv, 30, 56
 Data quality · 30
 Data visualization · 35
 Database-driven forecast decision support
 FDSP architecture · 353
 Decision trees · *See* Qualitative technique
 Delphi method · *See* Qualitative technique
 Demand forecasting
 criteria for success · 380
 defined · 2
 end product · 4
 process · 3
 scope · 3
 standards of performance · 314
 training, 97, 387
 Demand information flow · 345
 Demand management
 agile forecasting process · 342
 data-driven process · 344
 PEER process · 371
 practice · 3
 Demand planning cycle · 358
 Deming, W. Edwards (1900-1993) quote · 113
 Determinants of demand
 example · 2
 Developing factors
 GLOBL case · 326
 Diagnostic plot
 formal wear rentals · 129
 GLOBL product line B · 136
 purpose · 129
 slope interpretation · 129
 Differencing operation
 seasonality · 142
 Dimensions of Demand · 353
 Display promotion · 306
 Distribution resource planning (DRP)
 basic calculations · 349
 defined · 344
 role in DM · 349
 spreadsheet example · 350
 Domain expertise · 8, 24

Dummy variables · *See* Indicator variables
 Dynamic systems modeling · *See* Quantitative technique

E

Econometric techniques · 169
 Economic indicators · *See* Leading indicators
 Economic significance · *See* Selecting indicators
 Efficient Consumer Response (ECR)
 retail industry · 152
 Elasticities
 gasoline consumption · 291
 long term · 291
 root causes · 289
 uses · 122, 263, 281, 286, 383, 388
 Empirical prediction intervals
 for time series · 99
 End users · 8
 Equally weighted average · *See* Smoothing weights
 Enterprise Resource Planning (ERP) · 30, 34, 352
 Evaluation stage
 defined · 15
 for Demand Management · 373
 Exception handling · 299
 Execute stage
 defined · 14
 for Demand Management · 373
 Exploratory data analysis
 book by Tukey · 29
 defined · 29
 Exponential smoothing
 defined · 197
 history · 86, 105, 196, 197
 Pegels' profiles classification · 202
 Exponentially decaying weights · *See* Smoothing weights
 External data · 3, 30, 258, 322
 availability · 384
 FDSP · 353
 GLOBL case · 327
 monitoring factors · 375

F

Fall off · *See* Product life cycle
 FDSP · *See* Forecast Decision Support Platform
 external resources · 386
 Final forecast
 advice · 321
 forecast integration · 391
 forecast package · 322
 gaining acceptance · 374
 GLOBL case · 325

i)

ii)

- strategic impact · 386
 - First-order autocorrelation
 - calculation · 179
 - Fit coefficient · 215
 - Fit versus forecast errors · 71
 - Flyer promotion · 306
 - Final forecast
 - gaining acceptance · 15, 19, 313, 317, 321, 351
 - S&OP process · 346
 - Forecast accuracy
 - accountability · 379
 - ARIMA models · 229
 - bias · 377
 - credibility · 319
 - diagnostic checking process · 282
 - enable FDSP · 381
 - evaluation · 85
 - financial impact · 7, 81
 - goodness of fit · 86
 - holdout sample · 85
 - horizon · 86
 - improvement opportunities · 323
 - information systems · 391
 - measurement plan · 376
 - measures · 87
 - monitoring · 96
 - notation · 86
 - of forecasters · 378
 - operational goals · 382
 - operational impact · 6, 80
 - percentage error · 316
 - salesforce compensation · 319
 - simulation · 221
 - squared measures · 87
 - transportation · 106
 - trend comparison models · 241
 - using qualitative variables · 275
 - Forecast
 - adjustments · 318
 - bias - GLOBL case · 334
 - coefficient (FC) · 93
 - cycle · 355
 - decision support platform (FDSP)
 - framework for agility · 351
 - error - defined · 84
 - horizon - defined · 355
 - implementation checklist · 388
 - manager's checklist · 388
 - precision - GLOBL case · 334
 - profile - defined · 70
 - ranges - GLOBL case · 338
 - scenarios · 316
 - Forecasting
 - Thanksgiving dinner costs · 164
 - Forecasting performance
 - credibility · 319
 - FDSP · 355
 - hold-out period · 222
 - manipulating fit parameters · 222
 - measurement plan · 375
 - multiple measures · 391
 - naive technique comparisons · 16, 47, 81, 92, 281
 - performance scores · 377
 - process champion · 382
 - revenue weighting · 377
 - rolling forecast simulation · 304
 - Formal wear rentals
 - box plots · 126
 - data table · 125
 - time plot · 120
 - Forrester, Jay. (1918-2016)
 - dynamic systems modeling
 - FRB index of industrial production
 - correlations · 269
 - time plot · 115
-

G

- Galton, Sir Francis (1822-1911)
 - regression · 257
- Gardner, Everette S.
 - exponential smoothing · 202
 - pizza sales example · 264
- Gasoline consumption
 - time plot · 287
- Gilbart, J.W. (1794–1863)
 - Bank of England notes · 140
- GLOBL case
 - GLOBL product lines · 17, 325
 - impact association matrix · 328
 - impact change matrix · 25, 327
 - Internal data · 327
 - marketplace assumptions · 325
 - model automation · 334
 - PEER prepare stage · 326
 - PEER execute stage · 331
 - PEER evaluate stage · 338
 - PEER reconcile stage · 339
 - prediction limits · 344
 - predictive visualization · 335
 - product line B sales · 52
 - regression models · 338
 - RMA decomposition · 328
 - $r^*(SSD)$ · 328

v)

vi)

iv)

H

- Herschel, W. (1738–1822)
sunspots versus wheat prices · 140
- Heteroscedasticity
defined · 295
- Historical analogue · *See* Qualitative technique
- Historical conformity to business cycles · *See* Selecting indicators
- Holdout sample
weekly sales data · 303
- Hotel/motel room demand
data table · 221
one-period ahead forecasts · 223
partial correlogram 248
preliminary data analysis · 248
prediction interval · 91, 99, 102, 162, 252
pressures analysis · 189
seasonal ARIMA models · 244
seasonal factors · 155
using X-13ARIMA-SEATS · 156
- Housing starts
time plot · 32
- Huber M-estimator
calculation · *See* Robust/resistant procedures
- Huber weighting scheme · *See* M-estimation method
- Huber weights
defined · 299
iterations · 301
- Huber, Peter J. · *See* Robust/resistant procedures

I

- Impact association matrix ·
GLOBL case · 328
- Impact change matrix
GLOBL case · 25, 327
- Income elasticity · 290
- Index of Industrial Production · 31
- Indicator variables
defined · 271
- Industry example
automobiles · 19
building products · 11
consumer packaged goods · 10, 346
online book publishing · 10
telecommunications · 9
tourism · 21, 141, 189
- influence function contours · 270
- Informed judgment · 62, 317
FDSP · 355
- Inner fences · *See* Outliers in forecast errors

- Input-output analysis · *See* Quantitative technique
- Internal data 30
GLOBL case · 327
seasonal adjustment · 141

- Interquartile range (IQR)
defined · 42
percentage errors data · 46
outlier detection 108
unbiased UIQR 286
- Irregular fluctuation
defined · 121

J

- Jenkins, Gwilym (1932-1982) ·
ARIMA book · 226
postscript 255

K

- Keynes, John Maynard (1883 – 1946)
consumption model · 263
- Kolmogorov, Nikolayevich (1903-1987)
linear filter theory · 255

L

- Ladder chart · *See* Predictive visualization
monthly sales clips for sunglasses · 154
- Lagged time series
defined 180
- Landline telephones in Montreal
time plot · 121
- Lapide, Larry
SC DM process · 6, 342
SC links · 345
- Leading indicators
agricultural industry · 173
detrended · 176
history · 59, 116, 165, 170, 173
housing starts time plot · 173
limitations · 179
reverse-trend adjustment · 175
smoothness · 178
use · 173
- Least-squares assumptions · 259
- Leontief, W. (1905–1999)
Input-output analysis 59
- Levenbach, H

i)

ii)

robust regression · 280
Linear filter model · 227

champagne sales · 147
RMA method · 133, 147
quarterly gas grill sales · 150
RMA method · 150
Myth of the MAPE · 94, 112

M

M competition · *See* Makridakis, Spyros
Macaulay, F.R. (1882–1970)
RMA method · 134
Makridakis, Spyros
M-competitions · 85
Manufacturing resource planning (MRP)
defined · 344
Market factors · 17
Market potential · 17
Market research
defined · 64
Master production scheduling (MPS) · 344
Mastering agility · xvii
Mature stage · *See* Product life cycle
Mean Absolute Deviation (MAD) · *See* Variability measures
Mean error (ME)
defined · 88
Mean percentage error (MPE)
defined · 88
Mean square error (MSE)
defined · 91
Measures of location · *See* Typical value
Measures of precision · 88
Median · *See* Typical value
Median absolute deviation (MdAD)
defined · 45
Median polish · 129,
box plots · 130
versus ANOVA decomposition · 139
M-estimation · *See* Robust/resistant procedures
M-estimation method
accuracy measurement · 49, 95
M-estimators
defined · 95, 299
Midmean · *See* Typical value
Mishkin, F. (b. 1951) FRB · 116
Mitchell, Wesley C. (1874–1948)
NBER · 170
Model automation
GLOBL case · 334
Morphological research · *See* Qualitative technique
Moving average *See* Smoothing technique
Moving average forecast ·
forecast profile · 69
Moving medians · *See* Smoothing technique
Multicollinearity · 265, 271
in regression models · 270
Multiplicative decomposition

N

Naive forecast
defined · 73, 78
NAIVE_1 forecast · 92
New orders for metalworking machinery
pressures analysis · 190
New product introduction · 65
No-change, no-chance method · *See* Naive forecast
Nonconventional measures
Thanksgiving turkey costs · 164
median absolute percentage error (MdAPE) · 89
median error (MdE) · 88
median percentage error (MdPE) · 88
Nonconventional Methods · 48
Nonseasonal ARIMA Models · 235
Normal distribution
in inferential statistics · 51
Normal probability plot
flour price index · 294
random series · 185

O

Oil demand
time plot · 287
Operating leadtime · 348
Opportunity momentum index · 326
Outer fence · *See* Outliers in forecast errors
Outlier detection · 107, 132, 270, 359
Outliers
in correlation analysis · 270
in forecast errors calculation · 47
Overdifferencing
checklist · 195, 253
Overforecasting · 84, 222

P

Panel consensus · *See* Qualitative technique
Partial correlogram
hotel/motel room demand ARIMA models · 248
Partical correlogram
mixed ARMA model · 232

v)

vi)

iv)

Pascal, Blaise (1623–1662)
quote · 281

Pearson, Roy · *See* Prediction-realization diagram

PEER forecasting process
Turkey dinner costs · 161

PEER methodology · 371
flow chart · 14

PEERForecaster Add-in · 162

Pegels classification
state-space models · 219
GLOBL case · 331

Percentage miss · 100

Period Granularity
defined · 355

Place Segmentation
defined · 355

Planning hierarchies
defined · 347

Playfair, W. (1759–1823)
quote · 114

POS data
weekly sales · 153

Prediction interval
as early warning signal · 100
hotel/motel room demand · 91, 99, 102, 162, 252
limits GLOBL case · 334

Precision
defined · 82

Prediction-realization diagram
defined · 98
example · 97

Predictive visualization · 22, 25, 96, 109
GLOBL case · 335
seasonal peak adjustment · 219

Predictive Visualization
driver of demand · 25
hotel/motel room demand · 220
techniques · 95

Preparation stage
defined · 14
for Demand Management · 372

Pressures analysis · 188

Price elasticity
complements · 288
cross elasticity · 289
defined · 287
factors affecting · 288
log sales vs log price · 306
own price · 288
revenue demand · 288

Princeton Twin Rivers study · 29

Princeton Robustness study · 44

Private dwelling units versus home loan interest rates
scatter diagram · 37

Product development · *See* Product life cycle

Product hierarchy
defined · 356

Product introduction · *See* Product life cycle

Product life cycle ·
defined · 67

Product line A · *See* GLOBL product lines

Product line B · *See* GLOBL product lines

Product line C · *See* GLOBL product lines

Product moment correlation coefficient
defined · 283
outlier-resistant version · 285

Promotion effects · 65

Pull paradigm of a supply chain · 5

Q

Qualitative technique
defined · 56
examples · 56

Quantile-Quantile plot
defined · 43

Quantitative technique
defined · 56

Quick Response (QR)
demand information flow · 344
retail industry · 152

R

R forecast package · 204

$r^*(SSD)$
defined · 161, 164, 285
GLOBL case · 328

Random walk model · 294

Range · *See* Variability measures

Rank correlation test · *See* Test for randomness

Rapid growth · *See* Product life cycle

Ratio-to-Moving Average (RMA)
detecting unusual values · 131
GLOBL case · 329
method · 133

Reconcile stage
defined · 15
for Demand Management · 378

Reconciling final forecasts · 22

Regression curve
defined · 258

Regression models
adjusting for seasonality · 274
consumption model · 262
exception handling · 299

i)

ii)

flyer promotion · 307
history · viii, 256
gasoline consumption · 291
GLOBL case · 337
history · 257
log linear · 263
multiple linear · 261
plaster casts · 278
qualitative factors · 272
restaurant sales · 276
sales/price, promotion · 306
selling price · 277
some perils · 268
tax rate · 291
two variable example · 264
with dummy variables · 273
Relative error measures
 defined · 93
 example · 110
Relative frequency distribution
 defined · 38
Removing
 seasonality · 120, 125, 127, 142, 176
 trend · 142
Removing trend · 269
Repair parts
 weighted average smoothing · 73, 75
Residual analysis · 292
Residual table
 interpretation · 127
 percent residual effect · 127
Resistant measure
 defined · 44
Resistant smoothing · 157, 168
Revenue-quantity relationship · 10
Robbins, Naomi
 effective graphics · 35
Robust correlation coefficient
 Thanksgiving dinner study · 161, 164
Robust regression
 time series forecasting · 280
Robust/resistant procedures
 defined · 48
robustness of efficiency
 defined · 48
Rolling forecast simulations
 defined · ix, 302, 363
 rolling origin · 303
 waterfall chart · 304
Root mean square error (RMSE)
 defined · 91
Root mean square percentage error (RMSPE)
 defined · 89
Rrefrigerator sales

time plot · 33
Role-playing · *See* Qualitative technique
Rule-based forecasting
 defined · 61
Runs-of-signs test · *See* Test for randomness

S

Sales & advertising expenditures
 seasonal differences · 143
Sales and Operations Planning (S&OP)
 defined · 11
Sales force composite · 65
Salesforce elasticity · 290
Scatter diagram
 defined · 36
Scatter plot matrix
 defined · 284
Seasonal adjustment
 uses · 145
Seasonal ARIMA model · 243
 identification · 233, 243
Seasonal decomposition
 GLOBL case · 329
 hotel/motel room demand · 155
 in TPF · 193
 monthly datas · 146
 objectives · 21, 70, 128, 134, 144
 turkey costs · 162
 US Census Bureau programs · 155
Seasonal pattern · xvi, 3, 21, 34, 68, 92, 109, 154, 183,
 215, 219, 269, 306
 additive · 202, 361
 additive vs multiplicative · 120
 box plots · 361
 budget cycle · 303
 clips for sunglasses · 152
 defined · 141
 in regression models · 274
 M3 competition · 363
 multiplicative · 202
 multiplicative ARIMA · 243
 plaster casts demand · 277
 pure seasonal acf/pacf · 246
 shifting · 128, 243
 types · 202
Selecting indicators · 177
Serial correlation
 defined · 169, 179
Shiskin, Julius (1912–1978)
 Census SA methods · 155
Simple exponential smoothing (SES)
 defined · 200

v)

vi)

iv)

forecast profile · 202
 Simple linear regression model
 defined · 259
 Simple smoothing · *See* Smoothing historical patterns
 Smoothing historical patterns · 68
 automated · 73
 defined · 68
 smoothing weights · 198
 weighted average calculation · 199
 Smoothness and timeliness of data · *See* Selecting indicators
 Software selection
 checklist · 389
 Spread · *See* Variability measures
 SRC index of consumer sentiment · 117
 Standard deviation · *See* Variability measures
 State Space forecasting
 book · 255
 model selection · 360
 Stationary process · *See* Linear filter model
 Statistical adequacy · *See* Selecting indicators
 Stem-and-leaf display
 defined · 39
 accuracy measurements · 40
 Structured forecasting process
 defined · 14
 Supply Chain
 ice cream manufacturer · xviii
 Survey data · 30
 Surveys · *See* Qualitative technique

T

Tacking signal
 alarm · 105
 defined · 100,
 example · 102
 forecast model · 106
 spreadsheet · 104
 Taleb, Nassim Nicholas · *See* Black Swan event
 Taming uncertainty · 308, 317
 Tapered moving average · 158
 Telephone access lines in service
 time plot · 122
 Test for randomness · 294
 Theil, H. (1924–2000)
 P-R diagram · 96
 Time series analysis
 decomposition method · 60
 defined · 9
 purpose · 114
 uses · 113
 Timeliness · *See* Data Quality

Time-Phased Planned Order Forecast
 defined · 348
 Trading-day adjustment
 RMA method · 134
 Trading-day patterns · 123
 Traditional supply chain · 4, 343
 Transformations
 Box-Cox · 37, 129, 139, 163, 253, 263, 266, 389
 defined · 38
 diagnostic checking · 320
 purpose · 68
 residual analysis · 293, 312
 Trend collinearity · 269
 Trend/cycle · 3, 14, 31, 68, 84, 115, 144, 155, 314, 327,
 355, 391
 budget · 303
 business cycle · 141
 clips for sunglasses · 152
 GLOBL case · 332
 in TPF · 194
 pressures analysis · 192
 RMA method · 135
 tapered smooth · 158
 Trend/seasonal models
 exponential smoothing · 215
 Trending time series
 checklist · 280
 comparing forecast errors · 73
 cosmetic product annual sales · 210
 Eurozone industrial production · 292
 exponential trend · 212
 FRB index time plot · 116
 GDP time plot · 173
 model comparisons · 240
 nonstationarity · 225
 residual plot · 296
 serial correlation · 179
 three models · 240
 time plots · 31, 36, 63, 93, 218
 Trend-modification parameter · 208
 Trend-Variance Analysis
 bags lost · 186
 Trimmed mean · *See* Typical value
 Tufte, Ed
 data visualization books · 35
 Tukey, J.W. (1915–2000) · 29
 Turning point forecasting (TPF)
 alternatives · 194
 Two-way ANOVA
 w/o replication algorithm · 137
 Typical APE · 38
 Typical value
 defined · 44

i)

ii)

U

UIQD
percentage errors data · *See* interquartile range
UMdAD · *See* Median absolute deviation (MdAD)
Underforecasting · 84
Univariate models
drawbacks · 227
Unobservable components · 60
Useful model selection · 359

V

Variability measures
defined · 45
Vendor Managed Inventory (VMI)
demand information flow · 344
retail industry · 152
Visionary technological forecasting · *See* Qualitative
technique
Voluntary Interindustry Commerce Standards (VICS) · 359

W

Warning signal · *See* Tracking signal
Waterfall chart
ARIMA models · 251
forecast errors · 310
GLOBL case · 333
layout · 309
percentage errors · 311
Weekly pattern
canned beverage shipments · 205
promotions · 122, 152
Weight control product
sales/advertising data · 260
White noise · *See* Linear filter model
Wiener, Norbert (1894-1964)
postscript, · 255
Wold, Herman (1908-1992)
postscript, · 255

v)

vi)

ix)