MONASH University

MONASH BUSINESS SCHOOL

ETC3550/ETC5550 Applied forecasting

Week 2: Time series graphics

`af.numbat.space`

CASE STUDY 1: Paperware company

Problem: Want forecasts of each of hundreds of items. Series can be stationary, trended or seasonal. They currently have a large forecasting program written in-house but it doesn't seem to produce sensible forecasts. They want me to fix it.

Additional information

- Program written in COBOL making numerical calculations limited. It is not possible to do any optimisation.
- Their programmer has little experience in numerical computing.
- They employ no statisticians and want the program to produce forecasts automatically.

CASE STUDY 1: Paperware company

Methods currently used

- **A** 12 month average
- **C** 6 month average
- **E** straight line regression over last 12 months
- **G** straight line regression over last 6 months
- **H** average slope between last year's and this year's values. (Equivalent to differencing at lag 12 and taking mean.)
- **I** Same as H except over 6 months.
- **K** I couldn't understand the explanation.

CASE STUDY 2: PBS

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The Pharmaceutical Benefits Scheme (PBS) is the Australian government drugs subsidy scheme.

- Many drugs bought from pharmacies are subsidised to allow more equitable access to modern drugs.
- The cost to government is determined by the number and types of drugs purchased. Currently nearly 1% of GDP.
- The total cost is budgeted based on forecasts of drug usage.

CASE STUDY 2: PBS

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POLITICS

Opp demands drug price restriction after PBS budget blow-out

The Federal Opposition has called for tighter controls on drug prices after the Pharmaceutical Benefits Scheme (PBS) budget blew out by almost $800 million.

The money was spent on two new drugs including the controversial anti-smoking aid Zyban, which dropped in price from $220 to $22 after it was listed on the

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FEATURES

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For a fresh perspective on the federal election, reach into ABC Online's campaign weblog, The Poll Vault.

CASE STUDY 2: PBS

- In 2001: $4.5 billion budget, under-forecasted by $800 million.
- Thousands of products. Seasonal demand.
- Subject to covert marketing, volatile products, uncontrollable expenditure.
- Although monthly data available for 10 years, data are aggregated to annual values, and only the first three years are used in estimating the forecasts.
- All forecasts being done with the `FORECAST` function in MS-Excel!

CASE STUDY 3: Car fleet company

Client: One of Australia's largest car fleet companies

Problem: how to forecast resale value of vehicles? How should this affect leasing and sales policies?

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Additional information

- They can provide a large amount of data on previous vehicles and their eventual resale values.
- The resale values are currently estimated by a group of specialists. They see me as a threat and do not cooperate.

CASE STUDY 4: Airline

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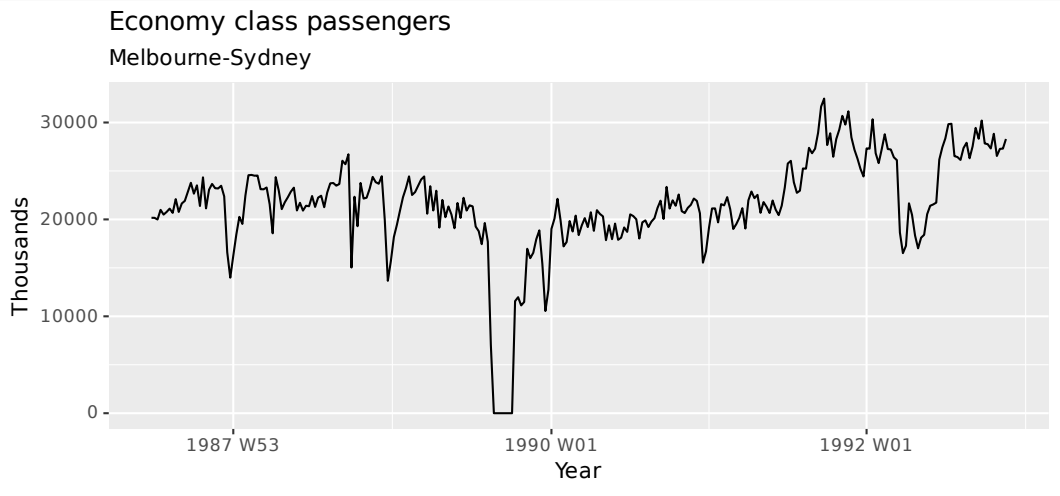
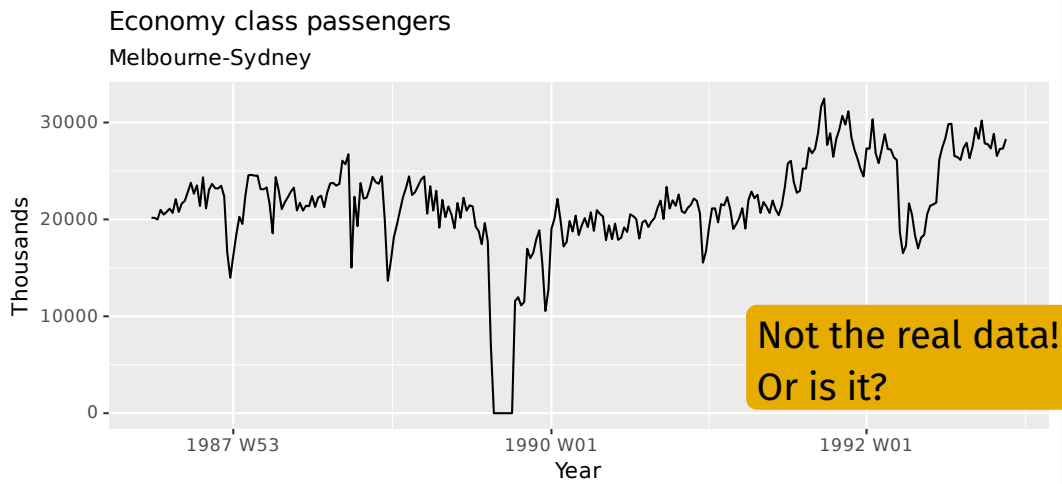


CASE STUDY 4: Airline



CASE STUDY 4: Airline

Problem: how to forecast passenger traffic on major routes?

Additional information

- They can provide a large amount of data on previous routes.
- Traffic is affected by school holidays, special events such as the Grand Prix, advertising campaigns, competition behaviour, etc.
- They have a highly capable team of people who are able to do most of the computing.

Your turn

We have introduced various functions for time series graphics include `autoplot()`, `gg_season()`, `gg_subseries()`, `gg_lag()` and `ACF`. Use these functions to explore the quarterly tourism data for the Snowy Mountains.

```
snowy <- tourism |> filter(Region == "Snowy Mountains")
```

What do you learn?

Seasonal or cyclic?

Differences between seasonal and cyclic patterns:

- seasonal pattern constant length; cyclic pattern variable length
- average length of cycle longer than length of seasonal pattern
- magnitude of cycle more variable than magnitude of seasonal pattern

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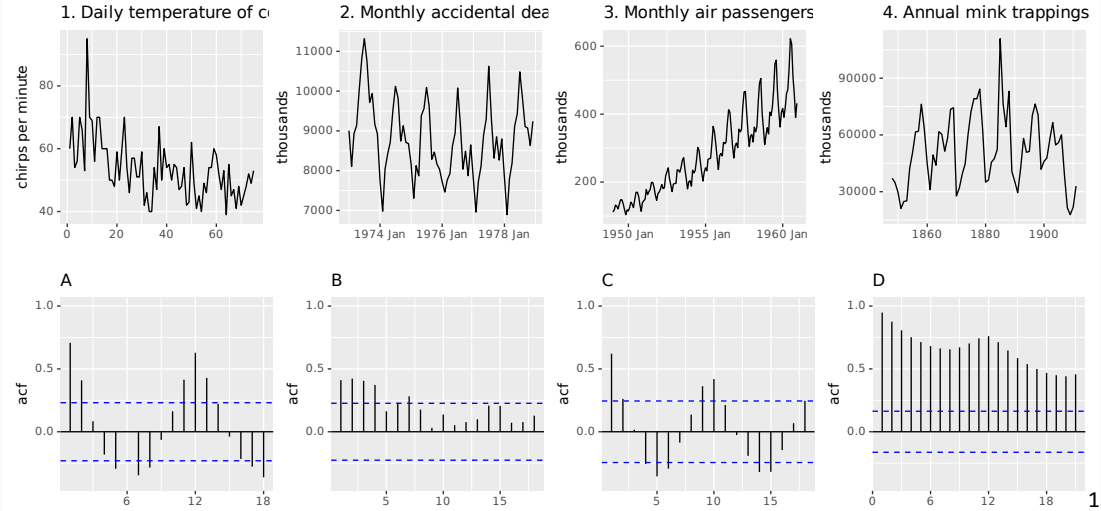
The timing of peaks and troughs is predictable with seasonal data, but unpredictable in the long term with cyclic data.

Trend and seasonality in ACF plots

- When data have a trend, the autocorrelations for small lags tend to be large and positive.
- When data are seasonal, the autocorrelations will be larger at the seasonal lags (i.e., at multiples of the seasonal frequency)
- When data are trended and seasonal, you see a combination of these effects.

Which is which?