



**ABSTRACT**

## Sales Forecasting System

**Industry:** School Supply Manufacturing  
**Environment:** Windows 2000, ASP.NET, VB.NET, SQL Server 2000  
**Hosting:** Client intranet

A paper and pad manufacturing company, which had highly seasonal demand, knew that accurate sales forecasts were very critical. Their existing attempts to manually collect and analyze forecasts using spreadsheets was complicated by the need to communicate with a number of field sales personnel scattered across the country. J.S. Walker & Company created a web-based sales forecast system developed with Microsoft .NET that uses statistical models to establish initial estimates that can be viewed and edited by the sales staff. The models account for seasonal variations are based on actual data that is automatically retrieved from an AS/400 system. Reporting is done through the .NET Crystal Report engine, which produces high quality reports into PDF documents for printing or downloading from the web site.

[Back](#) Factor Defaults

Batch ID:  Description:

Entity:  [Add New](#)

Filter on:

Class	Sub-Class	Level	Trend (%)	Smooth Level	Smooth Trend	Smooth Seasonal	
Arts & Crafts		2145	10.82	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Arts & Crafts	Poster Board, Railroad Board	2145	10.82	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Arts & Crafts	Poster/Banner/Kraft Rolls	2145	10.82	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Janet Harper Products		1	-100.00	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Janet Harper Products	Pens	1	-100.00	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Private Label Products		4	50.00	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Private Label Products	Racks	4	50.00	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Value Added Filler/Notebook		1	-200.00	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>
Value Added Filler/Notebook Journals		1	-200.00	0.20	0.10	0.05	<a href="#">Edit: Seasonal Factors</a>

**Seasonal Factors**

Period	Value
Nov	0.00
Dec	0.00
Jan	0.42
Feb	0.47
Mar	0.00
Apr	0.00
May	0.00
Jun	0.00
Jul	0.00
Aug	1.04
Sep	1.34
Oct	8.71