Sixty-one items with a seasonal profile

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Three years · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **Three years that resemble each other do not prove a season.**

What is spotted	Value
Items with consumption repeating at the same moment	**61**
History observed	**3 years**

Why confirmation is requested

Hypothesis	Consequence if true
A real season	**The peak will return**
One large customer who always orders in June	**The peak disappears with the contract**

> **The repetition is visible in the data; the reason is not — and the reason says whether it will happen again.**

Once confirmed

Action	Basis used
Replenishment brought forward	**The REAL supplier lead time, not the stated one**
Flag	**Six weeks ahead**

The most useful signal of the year

A season that **does not happen** on the expected date: it arrives just after the stock has been built, **while there is still time not to reorder.**

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