



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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