

Balancing the Accuracy and Stability of Forecasts

Long-Tail Demand Forecasting in E-Commerce

Book Review:
Time Series Forecasting Using Foundation Models

Are We Data Rich *and* Data Poor?

The 13 Rules of Time Series Forecasting

Special Feature: Energy Forecasting

An Introduction to Solar Forecasting

Forecasting the Monthly Peak Day



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IIF Membership & Subscriptions
Ying Fry, IIF Business Manager
forecasters@forecasters.org

Foresight Business Office:
8956 Erect Road
Seagrove, NC 27341

note from the editor

FORESIGHT PRACTITIONER CONFERENCE

Join us in Bruges, Belgium on March 2-3, 2026, for our first-ever *Foresight* Practitioner Conference in Europe. Held on the VIVES Bruges campus, the event theme is “Successes and Failures in AI Forecasting Implementations.” Speakers will explore the best (and the worst!) practices in AI-based forecasting, providing much to learn from an experienced lineup of industry practitioners, consultants, and researchers. Find all the details and register at forecasters.org/fpc.

PREVIEW OF FORESIGHT ISSUE 80

Forecasts are used to make decisions and to plan. But frequent and drastic forecast changes – even if they improve accuracy – can create havoc in the planning process. In our opening article, **Christoph Bergmeir** presents two complementary notions of *forecast stability*, and reports on his research published in the *International Journal of Forecasting*. Christoph and his *IJF* co-authors found that small accuracy concessions can often deliver large gains in stability, which improves the ability to plan and gain shareholder trust. He illustrates a simple tool for smoothing forecasts that can be used with any existing forecasting pipeline.

Our Q1 Special Feature is on energy forecasting with two articles in the electric utility space. First, **Dazhi Yang** provides an introduction to solar forecasting, and how such forecasts are integrated into the electrical grid. Then **Shreyashi Shukla, Tao Hong, Claude Martin, and Shahab Afshar** address the challenge of forecasting peak demand days. Peak demand forecasts are critical for electric utility companies to provide sufficient power to meet demand in a cost-effective manner, while avoiding service disruptions.

Retailers (and other industries) often face long-tail demand, where most of their items have sparse and highly variable sales. This is especially true in e-commerce, as online catalogs may contain thousands of slow-moving items that challenge traditional forecasting methods. **Shane Catts, Xuotong Wang, Bhargav Jairam Shetgaonkar, and Shubhankar Ray** describe a model they developed at Target that combines neural learning with additive decomposition. While black box models fail to provide interpretability to users, this new approach produces a forecast expressed in the familiar components of trend, seasonality, holidays, and business events.



Foresight Deputy Editor **Stephan Kolassa** reviews Marco Peixeiro's new book *Time Series Forecasting Using Foundation Models*. He finds it an immensely practical, hands-on introduction to the topic that shows an impressive understanding of forecasting-specific challenges often overlooked in the machine learning community.

While data is now being collected from seemingly everywhere, **Ira Sohn** expresses concern about the *quality* of global economic data and its impact on forecasters. In this essay, Ira documents examples of political meddling and other challenges to official government data. A potential remedy involves close collaboration between national

statistical agencies and the private-sector data consolidators and tech companies that have stepped up in collecting and disseminating data.

Issue 80's Op-Ed is a concise list of rules for time series forecasting from **Skander Hannachi**. As a reminder of good practices, these 13 points should be tacked on the wall next to every working forecaster.

FORESIGHT ADVISORY BOARD AND EDITORIAL UPDATES

Please welcome Davis Wu as our new Column Editor for Forecasting Practice. Davis holds a PhD in supply chain management, with over 30 years of global supply chain experience. He was most recently the Global Lead of Demand Planning and Advanced Analytics at Nestlé.



After three years in Column Editor roles covering Support Systems and then Artificial Intelligence & Machine Learning, Anne-Flore Elard is shifting back to again cover Support Systems. Her rigorous and insightful review work has improved many of the articles we've published during her CE tenure.

Stepping down from the FAB is Polly Mitchell-Guthrie, who joined three years ago while working at Kinaxis. Polly's career path is taking a unique turn as she is now pursuing divinity school.

FORESIGHT GOES ALL-DIGITAL

As announced in the December 2025 *Oracle of the IIF* newsletter and effective with this issue, *Foresight* will no longer come in hard copy. Subscribers can access each new issue through our online reader, or download the pdf to read offline or print. IIF members will continue to have online access to all past issues in the *Foresight* archive.

—Mike Gilliland
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