

## INTRODUCTION

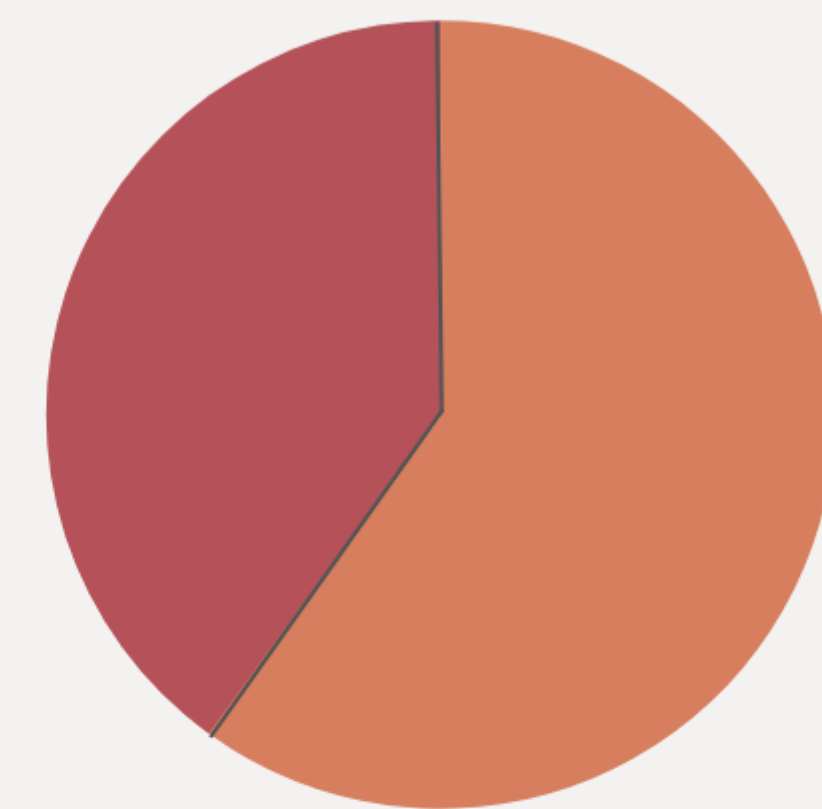
**What is Wabash:** An American diversified industrial manufacturing firm that is the largest maker of semi-trailers and liquid transportation systems in North America.

**Our want:** Anticipating demand for their primary products, which includes dry freight vans. The forecasting model is divided into two parts: industry-wide and Wabash-specific. Our Goal: To develop the best possible forecasting models so that Wabash can make informed business decisions.

### Fall

Data exploration via groups divided by product types such as Dry vans (Enclosed Semi trailer), Reefer (refrigerated container) and tankers

Fall  
40%



Spring  
60%

Representation of Importance

\*\*Fall required us to understand data and clean it, while the real work began in Spring to predict the market\*\*

### Spring

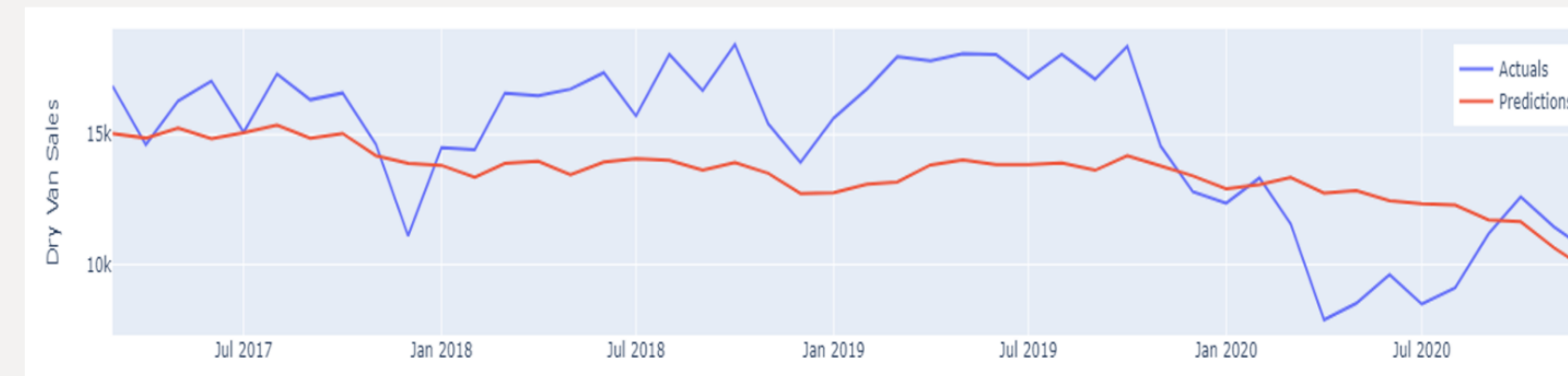
Further forecasting via groups divided by models (LSTM for text-based, XGBoost for machine learning, VARMA for variables in ARIMA), transitioning to multivariate focus

#### Fall Semester:

- Locating and understanding data from ACT & FTR (Private data consultancy firms) and external (databases for potential factors, ex. inflation, gasoline prices, other product sales) sources of data.
- Data cleaning, finding correlations (heat maps), PCA, basic linear regression, producing visualisations
- Initial forecasting via ARIMA and SARIMA (univariate time series analysis via differencing for stationarity)

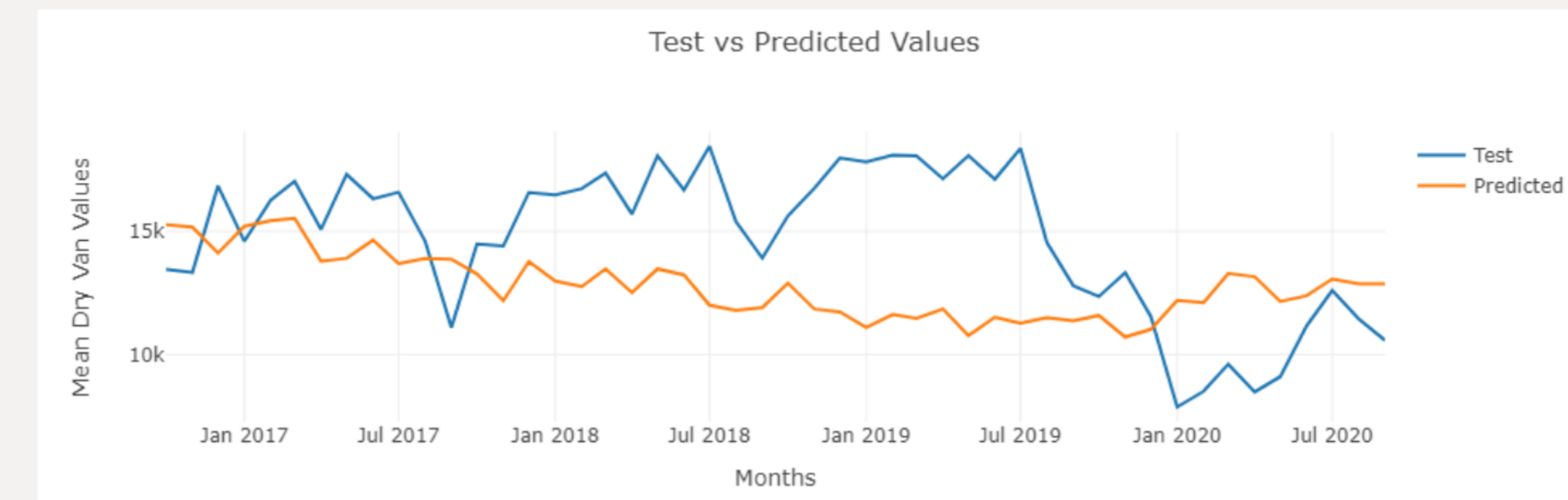
#### Spring Semester:

- Focusing on dry van data, applying to other product types later



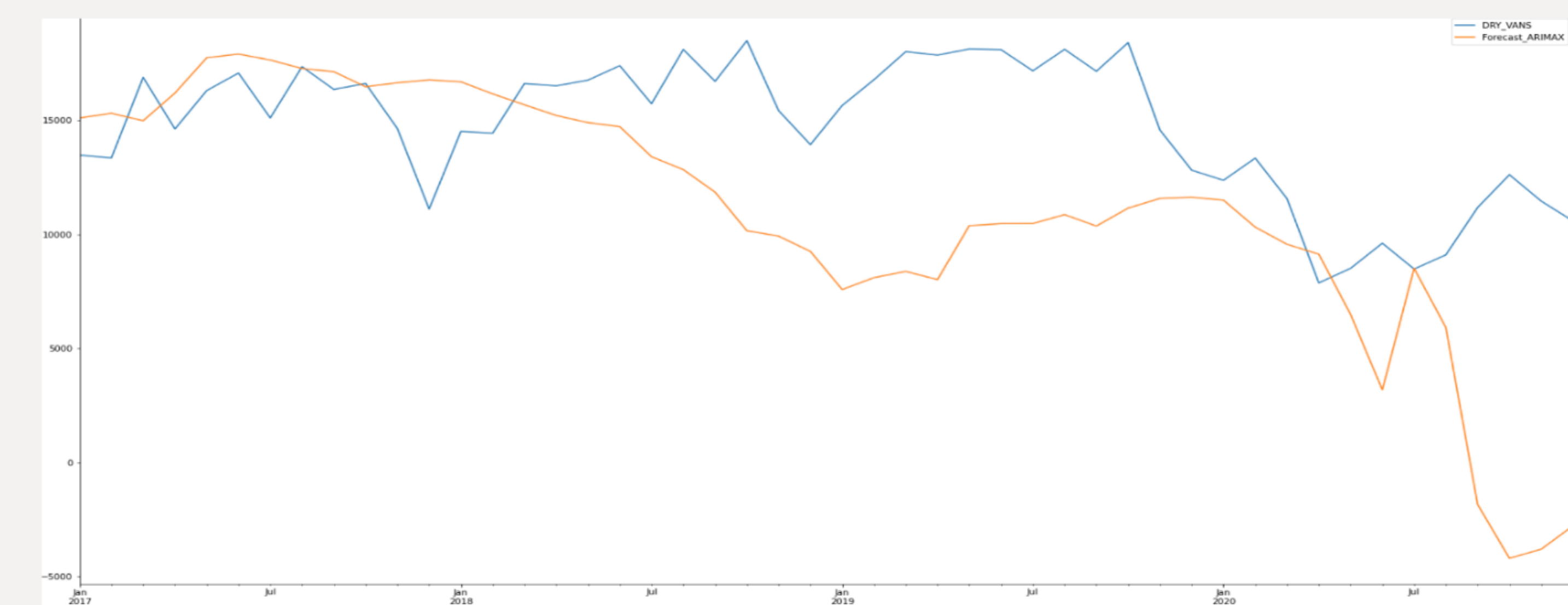
Graph 1

Monthly LSTM Model with a 1 Year Lag



Graph 2

Monthly XGBoost Model



Graph 3

Monthly ARIMAX model

## MODEL DESCRIPTION

**LSTM** – It's a Recurrent Neural network (RNN) with a feedback connection that allows it to process strings of data instead of single points like most RNNs. The results of this model showed even with a full year lag we were able to predict a decline in the 2020 market.

**XGBoost** – Extreme Gradient Boosting, is the implementation of gradient boosted decision trees designed for speed and performance with great usage in classification and regression problems.

**ARIMAX** – The multivariate version of ARIMA, a form of dynamic regression model. The model allows for a quicker predictions due to lack of heavy data processing steps required. The prediction were more accurate further out in the lags.

Time	LSTM	ARIMAX	XGBoost	ACT & FTR
1 Month	9.68 %	16.9 %	22.01 %	----
3 Months	13.71 %	19.6 %	14.95 %	----
6 Months	12.97 %	22.9 %	8.92 %	4 %
12 Months	15.39 %	24.8 %	17.73 %	11 %
18 Months	15.30 %	13.9 %	28.41 %	15 %
24 Months	15.32 %	17.2 %	26.54 %	19 %

Inaccuracy Table for Forecasting Models

#### Conclusions:

- Calculated and used closely related economic factors as weighted inputs
- Implemented a variety of models including LSTM, XGBoost, & ARIMAX
- Tested models with different lags, input variables, and prediction goals
- Achieved 70%+ accuracy for all tests
- Helped Wabash gain a better knowledge of their business products and their performance
- Provided reusable code that can be used for predictions in future

#### Future Goals:

- Forecast for different Wabash products such as reefers, platforms, and tankers
- Forecast for about three years into the future
- Improve and choose forecasting model based on specific time frames like monthly, quarterly, bi-annually, and yearly.
- This is goal is affected by our project findings as seen above. Different forecast models have better accuracy rates.
- Build a UI for business use

## ACKNOWLEDGEMENTS

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#### References

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