# Modeling Thoughts for Lane Predictions:

* For a given lane, see historically if the gross income (All in Charges- All in Costs) has a systematic bias when comparing gross income as calculated by (NormalizedCustomerLine –NormalizedCarrierLineHaul)
  + If so, we can model this as a departure from the model prediction which may vary by lane and seasonal specific factors.
  + The most natural prediction format is RPM (at least normalized RPM). This is what mike and camp want. We should add a premium/discount to this as a separate modeling feature to capture this departure and also make it easier to explain.