(iii) method of moving averages.

$$\text{odds} \nearrow \begin{cases} \rightarrow \text{3yr average (odd)} \\ \rightarrow \text{4yr average (even)} \\ \rightarrow \text{5yr average. (odd)} \end{cases} \text{even}$$
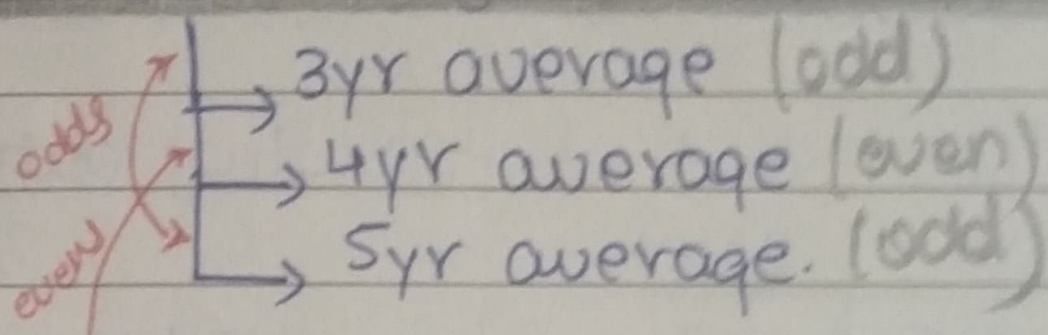
(a) 3yr average.

Yr	Sales	Total (3 yrs)	Avg
1990	10	= —	
1991	12	= 10+12+15 = 37	= 37/3
1992	15	= 12+15+18 = 45	= 45/3
1993	18	= 15+18+17 = 50	= 50/3
1994	17	= 18+17+19 = 54	= 54/3
1995	19	= 17+19+20 = 56	= 56/3
1996	20	—	
199			

this represents
3 yr trend.

(b) 4yr average

Yr	Sales		Yr	Sales	Total (4 yrs)
2000	12				
2001	15		2000	12	
2002	18		2001	15	
2003	20	→			12+15+18+20 =65
2004	25		2002	18	
2005	28				15+18+20+25 =75
2006	32		2003	20	
2007	36				18+20+25+28 =91
			2004	25	
					20+25+28+32 =105
			2005	28	
					25+28+32+36 =107
			2006	32	
			2007	36	

Now calculate 2yr total of 4yr total.

2yr total	avg
65+75=140	140/4 =35
75+91 =166	166/4=41.5
91+105 =196	196/4=49
105+117=222	222/4=55.5

↳ this column represents
4 yr trend.

(c) 5 year ~~trend~~ . average.

same as 3 yr average, in general
all odd yr average approach
remains same, similarly all
even yr average approach
remains same.