Preface

Looking back over my working years, I was most fortunate with the background gained as it happened to unfold from year-to-year in both industry and in academia. This included working in industry at International Harvester as supervisor of operations research in the corporate headquarters; at IIT Research Institute (IITRI) as a senior scientist serving as a consultant to international industry and government; as a professor in the Industrial Engineering Department at the Illinois Institute of Technology (IIT) and also in the Stuart School of Business at IIT My experience with FIC Inc., a software company, is where I gained knowledge on the software tools needed in industry, as well as the customers' call for user friendly tools. For many of the years, I was privileged to serve as consultant to a wide variety of industries in the United States, Europe and Asia. At IIT, I was fortunate to be assigned an array of courses, gaining a wide breadth with the variety of topics, and with the added knowledge I gained from the students and with every repeat of the course. I also was fortunate to serve as the advisor to 36 bright Ph.D. students as they carried on their dissertation research. Bits of knowledge from the various courses and research helped me in the classroom, in research, and also in my consulting assignments. When I could, I used my industry knowledge in classroom lectures so the students could see how some of the textbook methodologies actually are applied in industry. At the same time, the knowledge I gained from the classroom helped me to formulate and develop solutions to industry applications as they unfolded. The wide variety of experience allowed me to paint a picture on which quantitative tools really are useful in industry. This book is based on this total experience and also includes the demand forecasting methods that I found doable and helpful to industry.

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