The validation processes of the forecasted models are analyzed by checking the level of errors, absolute deviation of forecasts and the tracking signals. It is observed the Sub-model *A* performed well, while Sub-model *B* lacked the performance when demand of a period change rapidly relative to the prior period demand. In the dataset, the prior demand rate at December was significantly low compare to the demand of November, and a single large error was observed in forecasting for that period. An interesting conclusion can be drawn from this research that both forecasting techniques in general are competitive, but Sub-model *B* performs reliably when the true nature of seasonality strikes.

The method proposed in this paper contributes conceptually and methodologically to better understand the complex forecasting process of the peak-season demand estimate. Since the demand between the pean and non-peak seasons is assumed be correlated across time, it is feasible to explore a number of time series models to provide such forecast analysis for the peak-season demand. A number of time dependency models such as autoregressive time series model, including the general class of Box-Jenkins method are left for future study to compare for demand forecasting of seasonal products.

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