

REGRESSION:

Year	HDD	CDD	Sales	Predicted	Diff Predi/Act	Normal	Diff Norm/Act	Norm Growth %
1996	4967	1181	247,695	252,741	2.0%	260,235	5.1%	
1997	4864	1129	258,009	257,883	0.0%	266,690	3.4%	2.48%
1998	4164	1692	282,880	285,559	0.9%	273,145	-3.4%	2.42%
1999	3945	1336	281,656	281,149	-0.2%	279,600	-0.7%	2.36%
2000	4684	1448	294,826	288,436	-2.2%	286,055	-3.0%	2.31%
2001	4337	1395	302,273	294,487	-2.6%	292,510	-3.2%	2.26%
2002	4588	1507	304,914	303,657	-0.4%	298,965	-2.0%	2.21%
2003	4541	1313	301,781	303,912	0.7%	305,420	1.2%	2.16%
2004	4135	1199	305,711	308,184	0.8%	311,875	2.0%	2.11%
2005	4270	1759	328,803	332,538	1.1%	318,330	-3.2%	2.07%
2006	4,602	1,366		324,785		324,785		2.03%
2007	4,602	1,366		331,240		331,240		1.99%
2008	4,602	1,366		337,695		337,695		1.95%
2009	4,602	1,366		344,150		344,150		1.91%
2010	4,602	1,366		350,605		350,605		1.88%
2011	4,602	1,366		357,060		357,060		1.84%

Year, HDD, CDD are included as X-variables

SUMMARY OUTPUT

<i>Regression Statistics</i>	
Multiple R	0.98448229
R Square	0.96920538
Adjusted R	0.95380806
Standard E	5172.96051
Observatio	10

ANOVA

	df	SS	MS	F	Significance F
Regressior	3	5.05E+09	1684415526	62.9464017	6.3139E-05
Residual	6	1.61E+08	26759520.5		
Total	9	5.21E+09			

	Coefficients	Standard Err	t Stat	P-value	Lower 95%	Upper 95%	ower 95.0%	Upper 95.0%
Intercept	-12650996.2	1307685	-9.67434329	6.9933E-05	-15850789.1	-9451203.29	-1.6E+07	-9451203.286
X Variable	6454.94044	650.5078	9.92292567	6.0532E-05	4863.20405	8046.67682	4863.204	8046.676817
X Variable	-3.85958508	6.009339	-0.64226448	0.54444512	-18.5639191	10.8447489	-18.5639	10.84474891
X Variable	32.8933638	9.204234	3.57372097	0.01173147	10.3713982	55.4153293	10.3714	55.41532934