

CHAPTER 1

BASIC COST MANAGEMENT CONCEPTS

DISCUSSION QUESTIONS

1. An accounting information system is a system consisting of interrelated manual and computer parts, using processes such as collecting, recording, classifying, summarizing, analyzing, and managing data to provide output information to users.
2. The financial accounting information system is primarily concerned with producing outputs for external users using well-specified economic events as inputs and processes that meet certain rules. The cost management system, on the other hand, produces outputs for internal users, and the criteria that govern inputs and processes are directly related to management objectives. As a result, the cost management system is more flexible than the financial system.
3. The three broad objectives of a cost management information system are: (1) to cost out products, services, and other cost objects; (2) to provide information for planning and control; and (3) to provide information for decision making.
4. A cost object is anything for which costs are measured and assigned. Examples include activities, products, plants, and projects.
5. An activity is a basic unit of work performed within an organization. Examples include materials handling, inspection, purchasing, billing, and maintenance.
6. A direct cost is a cost that can be easily and accurately traced to a cost object. An indirect cost is a cost that cannot be easily and accurately traced to cost objects.
7. Traceability is the ability to assign a cost directly to a cost object in an economically feasible way using physical observation or a causal relationship.
8. Allocation is the assignment of indirect costs to cost objects based on convenience or assumed linkages.
9. Driver tracing uses drivers based on a causal relationship to trace costs to cost objects. Often, this means that costs are first traced to activities using resource drivers and then to cost objects using activity drivers.
10. Tangible products are goods that are made by converting raw materials into a final product through the use of labour and capital inputs.
11. A service is a task or activity performed for a customer or an activity performed by a customer using an organization's products or facilities. Services differ from tangible products on three important dimensions: intangibility, perishability, and inseparability. Intangibility means that buyers of services cannot see, feel, taste, or hear a service before it is bought. Perishability means that services cannot be stored. Inseparability means that producers of services and buyers of services must be in direct contact (not true for tangible products).
12. The three cost elements are direct materials, direct labour, and overhead.
13. The income statement for a service firm does not need a supporting cost of goods manufactured schedule. Since services cannot be stored, the cost of services produced equals the cost of services sold (not necessarily true for a manufacturing firm).

CORNERSTONE EXERCISES

Cornerstone Exercise 1–1

1. Unit prime cost
 - = (Direct materials + Direct labour)/Units
 - = (\$300,000 + \$90,000)/150,000
 - = \$2.60
2. Unit conversion cost
 - = (Direct labour + Variable overhead + Fixed overhead)/Units
 - = (\$90,000 + \$45,000 + \$420,000)/150,000
 - = \$3.70
3. Unit variable product cost
 - = (Direct materials + Direct labour + Variable overhead)/Units
 - = (\$300,000 + \$90,000 + \$45,000)/150,000
 - = \$2.90
4. Unit product cost
 - = (Direct materials + Direct labour + Variable overhead + Fixed overhead)/Units
 - = (\$300,000 + \$90,000 + \$45,000 + \$420,000)/150,000
 - = \$5.70
5. Total direct materials, total direct labour, and total variable overhead would all increase by 10 percent since the units increased by 10 percent and these are strictly variable costs. Total fixed overhead would remain the same. Unit prime cost would remain exactly the same $(\$300,000 + \$90,000)(1.10)/165,000$ since both direct materials and direct labour are strictly variable, and 10 percent more units would require 10 percent more variable cost. However, unit conversion cost would decrease because of the presence of fixed costs.

New unit product cost

$$\begin{aligned} &= [(\$300,000 + \$90,000 + \$45,000)(1.10) + \$420,000]/165,000 \\ &= \$5.45 \text{ (rounded)} \end{aligned}$$

Cornerstone Exercise 1–2

1. **Sodowsky Manufacturing Inc.**
Statement of Cost of Goods Manufactured
For the Coming Year

Direct materials		
Beginning inventory	\$ 22,400	
Add: Purchases	<u>292,400</u>	
Materials available	\$314,800	
Less: Ending inventory.....	<u>14,800</u>	
Direct materials used in production		\$300,000
Direct labour		90,000
Manufacturing (factory) overhead		<u>465,000</u>
Total manufacturing costs added		855,000
Add: Beginning work in process		45,000
Less: Ending work in process.....		<u>(40,000)</u>
Cost of goods manufactured		<u>\$860,000</u>

2. If the ending inventory of direct materials were \$2,000 higher, then the direct materials used in production would be \$2,000 smaller, the total manufacturing costs added would be \$2,000 lower, and the cost of goods manufactured would be \$2,000 lower. No other line items would be affected.

Cornerstone Exercise 1–3

1. **Sodowsky Manufacturing Inc.**
Statement of Cost of Goods Sold
For the Coming Year

Cost of goods manufactured	\$860,000
Add: Beginning finished goods.....	<u>25,000</u>
Cost of goods available for sale	885,000
Less: Ending finished goods	<u>74,000</u>
Cost of goods sold	<u>\$811,000</u>

2. If beginning finished goods were \$5,000 lower, then the cost of goods sold would be \$5,000 lower.

Cornerstone Exercise 1–4

Sodowsky Manufacturing Inc. Income Statement For the Coming Year

		Percent
Sales (\$7.50 × 140,000).....	\$1,050,000	100.00
Cost of goods sold	<u>811,000</u>	<u>77.24</u>
Gross margin.....	239,000	22.76
Less operating expenses:		
Selling expenses.....	\$ 33,000	
Administrative expenses	<u>145,000</u>	<u>16.95</u>
Operating income.....	<u>\$ 61,000</u>	<u>5.81</u>

2. If the cost of goods sold has been 80 percent of sales for the past few years, managers would probably be pleased. Clearly, the cost of goods sold has decreased by about 2.76 percent, and this would be reflected in higher profit. Managers should investigate to see why the decrease occurred, making sure that it was not on account of reduced quality, and take steps to lock in the improvement in the coming year.

Cornerstone Exercise 1–5

1. Unit prime cost
= (Direct materials + Direct labour)/Units
= (\$27,000 + \$472,500)/15,000
= \$33.30
2. Unit conversion cost
= (Direct labour + Variable overhead + Fixed overhead)/Units
= (\$472,500 + \$15,000 + \$18,000)/15,000
= \$33.70
3. Unit variable services production cost
= (Direct materials + Direct labour + Variable overhead)/Units
= (\$27,000 + \$472,500 + \$15,000)/15,000
= \$34.30
4. Unit services production cost
= (Direct materials + Direct labour + Variable overhead + Fixed overhead)/Units
= (\$27,000 + \$472,500 + \$15,000 + \$18,000)/15,000
= \$35.50
5. Since office rent is a fixed cost, no variable cost would be affected, and prime cost and total variable cost stay the same. Since conversion cost includes the new higher fixed overhead, it would increase. Similarly, total unit service cost would increase as shown below.

Unit services production cost

$$= (\$27,000 + \$472,500 + \$15,000 + \$19,500)/15,000$$
$$= \$35.60$$

Cornerstone Exercise 1–6

1.

Happy Home Helpers Inc. Statement of Cost of Services Produced For the Coming Year

Direct materials		
Beginning inventory	\$ 4,000	
Add: Purchases	<u>25,600</u>	
Materials available	29,600	
Less: Ending inventory.....	<u>2,600</u>	
Direct materials used in production.....		\$ 27,000
Direct labour.....		472,500
Cleaning overhead.....		<u>33,000</u>
Total services production costs added.....		532,500
Add: Beginning work in process*.....		0
Less: Ending work in process.....		<u>(0)</u>
Cost of services produced.....		<u>\$532,500</u>

*The beginning and ending work-in-process amounts could clearly be eliminated. They are shown here to reinforce the concept that for this firm, with no work in process, total services production cost equals cost of services produced.

2. If purchases of direct materials increased to \$30,000, and materials inventories remained unchanged, then the direct materials used in production, the total services production costs added, and the cost of services produced would all increase by \$4,400 (\$30,000 – \$25,600).

Cornerstone Exercise 1–7

1. **Happy Home Helpers Inc.**
Statement of Cost of Services Sold
For the Coming Year

Cost of services produced.....	\$532,500
Add: Beginning finished goods*	0
Less: Ending finished goods	<u>(0)</u>
Cost of services sold	<u>\$532,500</u>

*The beginning and ending finished goods amounts could clearly be eliminated. They are shown here to reinforce the concept that for this firm, with no finished goods inventory, total cost of services produced equals the cost of services sold.

2. Unlike a service firm, we would expect a manufacturing firm to have beginning and ending finished goods inventory.

Cornerstone Exercise 1–8

1. **Happy Home Helpers Inc.**
Income Statement
For the Coming Year

Sales (\$45 × 15,000).....		\$675,000
Cost of services sold		<u>532,500</u>
Gross margin.....		142,500
Less operating expenses:		
Selling expenses.....	\$22,000	
Administrative expenses	<u>53,000</u>	<u>75,000</u>
Operating income		<u>\$ 67,500</u>

2. If the price increased to \$50, sales would be \$750,000, a \$75,000 increase. This would increase gross margin and operating income by \$75,000. The new operating income would be \$142,500.

EXERCISES

Exercise 1–9

1. The objective of the dishwashing system is to provide clean, germ-free dishes, glasses, and silverware. Processes include scraping uneaten food off dishes into disposal, loading the racks, washing the dishes, and unloading the racks.
2. The items are classified as follows:
 - a. Automatic dishwasher—interrelated part
 - b. Racks to hold the dirty glasses, silverware, and dishes—interrelated part
 - c. Electricity—input
 - d. Water—input
 - e. Waste disposal—interrelated part
 - f. Sinks and sprayers—interrelated parts
 - g. Dish detergent—input
 - h. Gas heater to heat water to 85 degrees Celsius—interrelated part
 - i. Conveyor belt—interrelated part
 - j. Persons 1, 2, 3, and 4—interrelated parts
 - k. Clean, germ-free dishes—outputs
 - l. Dirty dishes—inputs
 - m. Half-eaten dinner—inputs
 - n. Aprons—interrelated parts

3. Operational Model: Dishwashing System

<i>Inputs:</i>	<i>Processes:</i>	<i>Output:</i>
Dish detergent	Scraping off food	Clean dishes
Water	Loading racks	
Electricity	Washing	
Dirty dishes	Unloading	
Half-eaten dinner		

4. The cost management information system is similar in that it has interrelated parts: processes, objectives, inputs, and outputs. The differences are: inputs are economic events and there are users of information. The output of the cost management system produces user actions. Output can act as the basis for action or can confirm that actions already taken had the intended effects.

Exercise 1–10

1. a. Interrelated parts: Cost accounting personnel, computer, printer
b. Processes: Cost assignment: materials, labour, and overhead
c. Objectives: Costing out of products
d. Inputs: Direct materials, direct labour, depreciation, power, and materials handling
e. Outputs: Product cost report
f. User actions: Submission of a bid, make-or-buy decision

2. Operational Model: Cost Accounting System

<i>Inputs:</i>	<i>Processes:</i>	<i>Output:</i>
Direct materials	Cost assignment:	Product cost
Direct labour	Direct materials	Bidding decision
Depreciation	Direct labour	Make-or-buy decision
Power	Overhead	
Materials handling		

3. The inputs consist of only production costs suggesting a traditional product cost definition.

Exercise 1–11

- a. Direct tracing
- b. Allocation
- c. Direct tracing
- d. Direct tracing
- e. Driver tracing; potential driver—machine hours or maintenance hours
- f. Direct tracing
- g. Direct tracing
- h. Allocation
- i. Driver tracing; potential driver—number of orders
- j. Driver tracing; potential driver—number of engineering hours
- k. Allocation
- l. Driver tracing; potential driver—number of employees or direct labour hours
- m. Allocation
- n. Allocation

Exercise 1–12

- a. *Value-chain*. This is a strategic decision and involves activities and costs throughout the entire value chain.
- b. *Operating*. At this point, the costs of design and development are sunk costs; the decision to produce should consider the costs of production, marketing, and servicing the product.
- c. *Value-chain*. The price needs to cover all product costs, including the costs of developing, selling, and servicing.
- d. *Product*. This approach is mandated for external reporting.
- e. *Value-chain*. Product mix decisions should consider all costs and the mix that is the most profitable in the long run should be selected.
- f. *Operating*. The designs should be driven by the effect they have on production, marketing, and servicing costs. Thus, the operating cost definition is the most relevant.
- g. *Product*. This approach is mandated for external reporting.
- h. *Operating*. Research and design costs are not relevant for a price decision involving an existing product. Production, marketing, and servicing costs are relevant, however.
- i. *Operating*. Any special order should cover its costs which potentially include production, marketing, and servicing costs.

Exercise 1–13

1. Direct materials used = $\$56,800 + \$160,200 - \$31,000 = \$186,000$

2. Direct materials.....	\$186,000
Direct labour	225,600
Overhead.....	<u>308,400</u>
Total manufacturing cost.....	720,000
Add: Beginning WIP	34,700
Less: Ending WIP.....	<u>(29,700)</u>
Cost of goods manufactured	<u>\$725,000</u>

Unit cost of goods manufactured = $\$725,000/10,000 = \72.50

3. Direct labour = Product cost – Direct materials – Overhead
= $\$72.50 - \$18.60 - \$30.85 = \23.05

Prime cost = Direct materials + Direct labour
= $\$18.60 + \$23.05 = \$41.65$

Conversion cost = Direct labour + Overhead
= $\$23.05 + \$30.85 = \$53.90$

Exercise 1–14

1. Beginning inventory + Purchases – Ending inventory = Direct materials used
 $\$9,000 + \$143,000 - \text{Ending inventory} = \$110,000$
Ending inventory = $\$42,000$
2. Units in beginning finished goods inventory = $\$3,422 / \$11.80 = 290$
Since 8,000 units were manufactured and 290 were in beginning finished goods inventory, 8,290 units were available for sale. But 8,120 units were sold, so ending finished goods inventory is 170.
3. Cost of goods manufactured = $\$40,000 + \$20,000 - \$18,750 = \$41,250$
4. Prime cost = $\$70 = \text{Direct materials} + \text{Direct labour}$
Direct materials = $\$70 - \text{Direct labour}$
Conversion cost = $\$84 = \text{Direct labour} + \text{Overhead}$
Overhead = $\$84 - \text{Direct labour}$
 $(\$70 - \text{Direct labour}) + \text{Direct labour} + (\$84 - \text{Direct labour}) = \120
Direct labour = $\$34$
Direct materials + Direct labour = $\$70$
Direct materials + $\$34 = \70
Direct materials = $\$36$
5. Total manufacturing costs + BWIP – EWIP = COGM
 $\$446,900 + \$160,000 - \text{EWIP} = \$512,000$
EWIP = $\$94,900$
Prime cost + Overhead = Total manufacturing costs
 $\$290,000 + \text{Overhead} = \$446,900$
Overhead = $\$156,900$

Exercise 1–15

1.

Favourite Brands Company Statement of Cost of Goods Manufactured For the Month of June

Direct materials:		
Beginning inventory	\$ 34,000	
Add: Purchases	<u>346,000</u>	
Materials available	380,000	
Less: Ending inventory.....	<u>56,000</u>	
Direct materials used in production		\$324,000
Direct labour		78,000
Manufacturing overhead		<u>380,600</u>
Total manufacturing costs added		782,600
Add: Beginning work in process		24,500
Less: Ending work in process.....		<u>(37,500)</u>
Cost of goods manufactured		<u>\$769,600</u>

2.

Favourite Brands Company Statement of Cost of Goods Sold For the Month of June

Cost of goods manufactured	\$769,600
Add: Beginning finished goods inventory	<u>46,000</u>
Cost of goods available for sale	815,600
Less: Ending finished goods inventory.....	<u>56,000</u>
Cost of goods sold	<u>\$759,600</u>

Exercise 1–16

1. Units ending finished goods = 6,000 + 90,000 – 89,000
= 7,000

Finished goods ending inventory = 7,000 × \$39.25* = \$274,750

*Since the unit cost of beginning finished goods and the unit cost of current production both equal \$39.25, the unit cost of ending finished goods must also equal \$39.25.

2. **Roundabout Shoe Company**
Statement of Cost of Goods Sold
For the Year Ended December 31

Cost of goods manufactured (\$39.25 × 90,000).....	\$3,532,500
Add: Beginning finished goods inventory	<u>235,500</u>
Cost of goods available for sale	3,768,000
Less: Ending finished goods inventory	<u>274,750</u>
Cost of goods sold	<u>\$3,493,250</u>

3. **Roundabout Shoe Company**
Income Statement: Absorption Costing
For the Year Ended December 31

Sales (89,000 × \$54).....		\$4,806,000
Cost of goods sold		<u>3,493,250</u>
Gross margin.....		1,312,750
Less operating expenses:		
Commissions (89,000 × \$2.70).....	\$240,300	
Advertising co-pays.....	236,000	
Administrative expenses	<u>183,000</u>	<u>659,300</u>
Operating income.....		<u>\$ 653,450</u>

Exercise 1–17

1.

Lucero Company Statement of Cost of Goods Manufactured For the Year Ended December 31

Direct materials:		
Beginning inventory	\$ 47,000	
Add: Purchases	160,400	
Freight-in on materials	<u>830</u>	
Materials available	208,230	
Less: Ending inventory.....	<u>17,000</u>	
Direct materials used in production.....		\$191,230
Direct labour		206,780
Manufacturing overhead:		
Materials handling.....	26,750	
Factory supplies.....	37,800	
Factory utilities	46,000	
Factory supervision and indirect labour	<u>190,000</u>	
Total overhead costs		<u>300,550</u>
Total manufacturing costs added		698,560
Add: Beginning work in process		201,000
Less: Ending work in process.....		<u>(98,000)</u>
Cost of goods manufactured		<u>\$801,560</u>

2.

Lucero Company Statement of Cost of Goods Sold For the Year Ended December 31

Cost of goods manufactured	\$801,560
Add: Beginning finished goods inventory	<u>18,000</u>
Cost of goods available for sale	819,560
Less: Ending finished goods inventory.....	<u>62,700</u>
Cost of goods sold	<u>\$756,860</u>

Exercise 1–18

1. Beginning inventory, materials	\$ 1,050
+ Purchases	11,450
– Ending inventory, materials	<u>(950)</u>
Materials used in service provision.....	<u>\$11,550</u>

2. Prime cost = \$11,550 + \$5,570 = \$17,120

3. Conversion cost = \$5,570 + \$8,130 = \$13,700

4. Direct materials.....	\$11,550
Direct labour	5,570
Overhead.....	<u>8,130</u>
Cost of services	<u>\$25,250</u>

5. **Send ‘n’ Deliver
Income Statement
For the Month Ended May 31**

Sales revenues	\$36,100
Cost of services sold	<u>25,250</u>
Gross margin.....	10,850
Operating expenses:	
Advertising	(750)
Franchise fee (0.05 × \$36,100).....	(1,805)
Other administrative expenses	<u>(3,650)</u>
Operating income.....	<u>\$ 4,645</u>

6. Clearly, the rent, insurance, and utilities are indirect costs. No matter how many packages Janine and her workers package and send off for delivery, the rent, utilities, and insurance will be the same. The amount paid to UPS and FedEx, however, for the package delivery is a direct cost. This amount, which is collected by Send ‘n’ Deliver, is a direct cost of each package. It will change from month to month according to the number and type of packages that customers drop off.

Exercise 1–19

1. Shelly is interested in the manufacturing costs of Glaxane. In particular, the costs of direct materials, direct labour, and overhead will be calculated to budget for Glaxane production.
2. Leslie will be concerned with all costs along the value chain. Clearly, the after-sale costs will be an important factor in pricing since the potential for fatal side effects will lead to both lawsuits and the withdrawal of Glaxane from the market. However, Leslie must also be concerned with the costs of research, development, and production since pharmaceutical companies attempt to link all of these costs to a drug to justify their pricing strategies.
3. Dante will be primarily concerned with the overall research and development costs and the eventual revenue from the successful drugs. Any individual potential drug can turn out to have no value as long as some drug projects are successful and can justify the total efforts.

Exercise 1–20

1. Direct materials used = $\$59,000 + \$125,000 - \$27,500 = \$156,500$

2. Direct materials.....	\$156,500
Direct labour	320,000
Overhead.....	<u>490,000</u>
Total manufacturing cost	966,500
Add: Beginning work in process	13,000
Less: Ending work in process.....	<u>(14,500)</u>
Cost of goods manufactured	<u>\$965,000</u>

Unit cost of goods manufactured = $\$965,000/50,000 = \19.30

3. Direct labour per unit = $\$19.30 - \$3.20 - \$9.80 = \6.30
Prime cost = $\$3.20 + \$6.30 = \$9.50$
Conversion cost = $\$6.30 + \$9.80 = \$16.10$

Exercise 1–21

1. Cost of goods manufactured	\$965,000
Add: Beginning finished goods inventory	34,000
Less: Ending finished goods inventory	<u>(70,100)</u>
Cost of goods sold.....	<u>\$928,900</u>

2.

Tremblay Company
Income Statement
For the Year Ended December 31

Sales	\$1,320,000
Cost of goods sold	<u>928,900</u>
Gross margin.....	391,100
Less: Selling and administrative expenses	<u>204,600</u>
Operating income.....	<u>\$ 186,500</u>

PROBLEMS

Problem 1–22

1. Direct materials = \$124,000 + \$250,000 – \$102,000 = \$272,000

2. Prime cost = \$272,000 + \$140,000 = \$412,000

3. First, calculate total overhead cost:

Depreciation on factory equipment.....	\$ 45,000
Depreciation on factory building	30,000
Factory insurance	15,000
Factory property taxes.....	20,000
Factory utilities.....	34,000
Indirect labour salaries	<u>156,000</u>
Total overhead	<u><u>\$300,000</u></u>

Conversion cost = \$140,000 + \$300,000 = \$440,000

4. **Brody Company**
Statement of Cost of Goods Manufactured
For Last Year

Direct materials.....	\$ 272,000
Direct labour	140,000
Overhead.....	<u>300,000</u>
Total manufacturing cost	712,000
Add: Beginning work in process	124,000
Less: Ending work in process.....	<u>(130,000)</u>
Cost of goods manufactured	<u><u>\$ 706,000</u></u>

Unit product cost = \$706,000/100,000 units = \$7.06

5. **Brody Company**
Statement of Cost of Goods Sold
For Last Year

Cost of goods manufactured	\$706,000
Add: Beginning inventory, Finished goods	84,000
Less: Ending inventory, Finished goods.....	<u>(82,000)</u>
Cost of goods sold.....	<u><u>\$708,000</u></u>

Problem 1–22 (Concluded)

6. First, compute selling expense and administrative expense:

Utilities, sales office	\$ 1,800
Sales office salaries	90,000
Sales commissions (\$1,200,000 × 0.05)	<u>60,000</u>
Selling expense	<u>\$151,800</u>
Depreciation on headquarters building.....	\$ 50,000
Property taxes, headquarters	18,000
Administrative salaries.....	<u>150,000</u>
Administrative expense	<u>\$218,000</u>

**Brody Company
Income Statement
For Last Year**

		Percent
Sales	\$1,200,000	100.00
Cost of goods sold	<u>708,000</u>	<u>59.00</u>
Gross margin.....	492,000	41.00
Less: Operating expenses		
Selling expenses.....	\$151,800	12.65
Administrative expenses	<u>218,000</u>	<u>18.17</u>
Operating income.....	<u>\$ 122,200</u>	<u>10.18</u>

Problem 1–23

Spencer Company
Statement of Cost of Goods Manufactured
For the Year Ended December 31

1. Direct materials:		
Beginning inventory	\$ 290,000	
Add: Purchases	<u>2,350,000</u>	
Materials available	2,640,000	
Less: Ending inventory	<u>112,000</u>	
Direct materials used in production.....		\$2,528,000
Direct labour		1,100,000
Manufacturing overhead:		
Indirect labour.....	334,000	
Depreciation, factory building	525,000	
Depreciation, factory equipment.....	416,000	
Property taxes on factory.....	65,000	
Utilities, factory	150,000	
Insurance on factory	<u>200,000</u>	<u>1,690,000</u>
Total manufacturing costs added.....		5,318,000
Add: Beginning work in process.....		450,000
Less: Ending work in process		<u>(750,000)</u>
Cost of goods manufactured.....		<u>\$5,018,000</u>

2. Unit cost = \$5,018,000/200,000 = \$25.09

Problem 1–23 (Concluded)

3.

**Spencer Company
Income Statement: Absorption Costing
For the Year Ended December 31**

		Percent
Sales (191,000* × \$36)	\$6,876,000	100.00
Cost of goods sold:		
Cost of goods manufactured	\$5,018,000	
Add: Beg. finished goods inventory	<u>107,500</u>	
Goods available for sale	5,125,500	
Less: End. finished goods inventory	<u>488,750</u>	<u>67.43</u>
Gross margin.....	2,239,250	32.57
Less: Salary, sales supervisor	85,000	1.24
Commissions, salespersons.....	216,000	3.14
Advertising.....	500,000	7.27
Administrative expenses.....	<u>390,000</u>	<u>5.67</u>
Operating income.....	<u>\$1,048,250</u>	<u>15.25</u>

*2,500 + 200,000 – 11,500 = 191,000 units sold

Problem 1–24

1.

Skilz-Accountants Company Statement of Cost of Goods Manufactured For the Previous Year

Direct materials	\$ 45,000
Direct labour	35,000 ^a
Manufacturing overhead	<u>205,000^a</u>
Total current manufacturing costs	285,000
Add: Beginning work in process.....	12,500 ^b
Less: Ending work in process	<u>(2,500)^b</u>
Cost of goods manufactured.....	<u><u>\$295,000</u></u>

^a Conversion cost = 3 × Prime cost
 $\$240,000 = 3(\text{Direct materials} + \text{Direct labour})$
 $\$240,000 = 3(\$45,000 + \text{Direct labour})$
 Direct labour = \$35,000

Overhead = Conversion cost – Direct labour
 Overhead = \$240,000 – \$35,000
 Overhead = \$205,000

^b Ending WIP = 0.2 × Beginning WIP
 $\$285,000 + \text{Beginning WIP} - (0.2 \times \text{Beg. WIP}) = \$295,000$
 Beginning WIP = \$12,500; Ending WIP = 0.2 × \$12,500 = \$2,500

2.

Skilz-Accountants Company Statement of Cost of Goods Sold For the Previous Year

Cost of goods manufactured.....	\$295,000
Add: Beginning finished goods	<u>14,400</u>
Cost of goods available for sale.....	309,400
Less: Ending finished goods	<u>73,400^a</u>
Cost of goods sold	<u><u>\$236,000^b</u></u>

^a Ending finished goods = \$309,400 – \$236,000 = \$73,400

^b Cost of goods sold = 0.80 × \$295,000 = \$236,000

Problem 1–25

1.

Mason, Singh, and Westbrook Statement of Cost of Services Sold For the Year Ended June 30

Direct materials used*	\$ 46,500*
Direct labour	1,400,000
Overhead	<u>100,000</u>
Total service costs added	1,546,500
Add: Beginning work in process	44,000
Less: Ending work in process	<u>(13,000)</u>
Cost of services sold	<u>\$1,577,500</u>

*Because all other data for the statement are given, you can work backward from the cost of services sold to get the direct materials used. In this type of firm, direct materials probably includes supplies such as paper, toner, file folders, and envelopes.

2. The dominant cost is direct labour (for the 15 professionals). Although labour is the major cost of providing many services, it is not always the case. For example, the dominant cost for some medical services may be overhead (e.g., CAT scans). In some services, the dominant cost may be materials (e.g., funeral services).

3.

Mason, Singh, and Westbrook Income Statement For the Year Ended June 30

Sales (3,000 × \$850)		\$2,550,000
Cost of services sold		<u>1,577,500</u>
Gross margin		972,500
Less operating expenses:		
Selling expenses	\$ 65,000	
Administrative expenses	<u>257,000</u>	<u>322,000</u>
Operating income		<u>\$ 650,500</u>

Problem 1–25 (Concluded)

4. Services have three attributes that are not possessed by tangible products: (1) intangibility, (2) perishability, and (3) inseparability. Intangibility means that the buyers of services cannot see, feel, hear, or taste a service before it is bought. Perishability means that services cannot be stored. Therefore, there will never be any finished goods inventories, making the cost of services produced equal to cost of services sold. Inseparability means that providers and buyers of services must be in direct contact for an exchange to take place.

The average cost of preparing one tax return last year was \$526 ($\$1,577,500/3,000$ returns). However, it will be difficult for MSW to use this figure in budgeting. Some of its accountants are no doubt more experienced than others, capable of completing a return in less time and with less research. The returns themselves differ in complexity. In addition, the seemingly continual changes in the tax law may affect certain of its clients more than others, making those clients' returns more difficult to prepare.

Problem 1–26

1. **Paulisse Company**
Statement of Cost of Goods Manufactured
For Last Year

Direct materials:		
Beginning inventory	\$ 16,200	
Add: Purchases	164,700*	
Less: Ending inventory.....	<u>(10,700)</u>	
Direct materials used in production		\$170,200
Direct labour.....		72,000
Manufacturing overhead:		
Plant depreciation	9,500	
Salary, production supervisor	45,000	
Indirect labour	40,600	
Utilities, factory	5,700	
Depreciation, factory equipment	25,000	
Supplies (0.4 × \$8,000).....	<u>3,200</u>	<u>129,000</u>
Total manufacturing costs added		371,200
Add: Beginning work in process		13,250
Less: Ending work in process.....		<u>(28,250)</u>
Cost of goods manufactured		<u>\$356,200</u>

*\$16,200 + Purchases – \$10,700 = \$170,200; Purchases = \$164,700

2. **Paulisse Company**
Income Statement: Absorption Costing
For Last Year

Sales (250,000 × \$4).....		\$1,000,000
Cost of goods sold:		
Beginning finished goods inventory	\$113,000	
Add: Cost of goods manufactured	<u>356,200</u>	
Goods available for sale	469,200	
Less: Ending finished goods inventory	<u>85,000</u>	<u>384,200</u>
Gross margin.....		615,800
Less operating expenses:		
Administrative expenses	162,000	
Selling expenses*	<u>119,800</u>	<u>281,800</u>
Operating income		<u>\$ 334,000</u>

*\$40,000 + (0.6 × \$8,000) + \$75,000 = \$119,800

Problem 1–27

At first glance, this seems simple. Couldn't John simply mention that Patty had already accepted a position as controller in another company? Since the decision was a close one between the two, this information would likely tip the balance in favour of John. However, some ethical issues should be considered. First, the information that Patty gave was likely given in confidence, and John should not disclose this confidential information without her permission. Second, disclosing the confidential information may provide a personal benefit to John. Third, it may be that Patty will change her mind about the position she has accepted (assuming she can withdraw honourably from the acceptance) once she is officially aware of the promotion. This decision and its consequences should be Patty's and not John's. If I were John, I would leave the response to the promotion entirely in Patty's hands. Once offered the position, she may simply indicate that she cannot accept it because she is committed to another job. This may then cleanly open up the position for John.

Problem 1–28

1. Emily should not implement the suggested accounting procedures because they conflict with generally accepted accounting principles and violate the CMA Code of Professional Ethics. It raises serious ethical questions in the areas of competence and integrity. Emily "must act at all times with competence through devotion to high ideals of personal honour and professional integrity." She must "disclose all material facts" when preparing financial reports.
2. Emily should discuss the problem with the next highest management level (if the divisional manager's mind cannot be changed). This could be, for example, the corporate controller or the CEO. She could also discuss the matter with an objective advisor to assess possible courses of action. In some firms, ethical hotlines exist that will allow the dilemma to be analyzed. If no resolution is obtained, then resignation may be called for.

CMA PROBLEMS

CMA Problem 1–1

The proposed changes violate several ethical standards.

Top management's request for Larry Stewart to account for the company's information in a manner that is not in accordance with generally accepted accounting principles violates the standard to "disclose all material facts known to" Larry and "report all material misstatements or departures from generally accepted accounting principles."

Top management has violated the ethical standard of not using "any confidential information concerning the affairs of" Larry's firm "unless acting in the course of his duties."

Top management has violated the standard to "act at all times with competence through devotion to high ideals of personal honour and professional integrity." Management must "not commit an act discreditable to the profession."

To resolve the ethical dilemma, Larry should first determine if the company has an established policy. If so, he should follow the prescribed policies in resolving the ethical conflict. If there is no policy, then the specific steps are as follows:

- a. To confront top management about the unethical behaviour unless Larry feels that they are involved, in which case the problem should be presented to the next higher level, the chairman of the board of directors. If this fails, then the issue can be taken to the audit committee and the board of directors.
- b. To clarify relevant concepts by confidential discussion with an objective advisor to obtain possible courses of action.
- c. To resign and submit an informative memorandum to the chairman of the board of directors, if all levels of internal review have been exhausted and the conflict still exists.

CMA Problem 1–2

By discussing the possible sale of Emery’s common stock with members of the trouble-shooting team, Gus Swanson has violated certain standards of ethical conduct.

Gus has disclosed “confidential information concerning the affairs” of the firm.

By discussing this information, Gus has engaged in a “way which may adversely reflect on the public reputation” of the firm.

Gus has violated the requirement to “not commit an act discreditable to the profession.”

CMA Problem 1–3

1. Assuming the controller did not inform the CEO and CFO of the situation, the ethical considerations of the controller's apparent lack of action, as covered in the CMA Code of Professional Ethics, are as follows.

Management accountants have a responsibility to “disclose all material facts known” to them. The controller must “report all material misstatements or departures from generally accepted accounting principles.”

Management accountants have a responsibility to “act at all times with competence through devotion to high ideals of personal honour and professional integrity.” They should refrain from engaging in any activity that would prejudice their ability to carry out their duties ethically and refrain from engaging in any activity that would discredit their profession.

Management accountants have a responsibility to “not commit an act discreditable to the profession.”

2. The recommended course of action that Marian Nevins should take is as follows.

Consult company policies and procedures regarding ethical conflict. If the company does not have adequate procedures in place to resolve the conflict, then Marian should discuss the problem with her immediate superior, the controller. However, as the controller is apparently involved in the matter and she has already spoken to him, it would not be necessary to inform him that she is taking the situation to the CFO.

Since the issue is still not resolved, she should consult the next higher level of management, the CFO, particularly since he or she will be one of the signers of the representation letter.

During this process, Marian could clarify relevant concepts by confidential discussion with an objective advisor to obtain an understanding of possible courses of action.

If the issue remains unresolved, Marian should continue to take the problem to the next higher levels of authority, which may include the audit committee, executive committee, and/or the board of directors.

If the ethical conflict still exists, after exhausting all levels of internal review, Marian should resign and submit an informative memorandum to an appropriate representative of the organization.

Except where legally prescribed, communication of these issues to outsiders (the media, regulatory bodies, etc.) by Marian is not considered appropriate.

CMA Problem 1-3 (Concluded)

3. The actions that Heart Health Procedures can take to improve the ethical situation within the company include:
 - Setting the tone at the top for control consciousness of the people in the organization.
 - Establishing an audit committee within the board of directors and providing an avenue for communication free of reprisals within the company.
 - Adopting performance-based, long-term financial incentive plans.