Chapter 2

Cost Concepts

Solutions to Questions

**2-1** Managers carry out three major activities in an organization: planning, directing and motivating, and controlling. Planning involves establishing a basic strategy, selecting a course of action, and specifying how the action will be implemented. Directing and motivating involves mobilizing people to carry out plans and run routine operations. Controlling involves ensuring that the plan is actually carried out and is appropriately modified as circumstances change.

**2-2** The planning and control cycle involves formulating plans, implementing plans, measuring performance, and evaluating differences between planned and actual performance.

**2-3** In contrast to financial accounting, managerial accounting: (1) focuses on the needs of managers rather than outsiders; (2) emphasizes decisions affecting the future rather than the financial consequences of past actions; (3) emphasizes relevance rather than objectivity and verifiability; (4) emphasizes timeliness rather than precision; (5) emphasizes the segments of an organization rather than summary data concerning the entire organization; (6) is not governed by GAAP; and (7) is not mandatory.

**2-4** The three major elements of product costs in a manufacturing company are direct materials, direct labor, and manufacturing overhead.

**2-5**

**a.** Direct materials are an integral part of a finished product and their costs can be conveniently traced to it.

**b.** Indirect materials are generally small items of material such as glue and nails. They may be an integral part of a finished product but their costs can be traced to the product only at great cost or inconvenience.

**c.** Direct labor consists of labor costs that can be easily traced to particular products. Direct labor is also called “touch labor.”

**d.** Indirect labor consists of the labor costs of janitors, supervisors, materials handlers, and other factory workers that cannot be conveniently traced to particular products. These labor costs are incurred to support production, but the workers involved do not directly work on the product.

**e.** Manufacturing overhead includes all manufacturing costs except direct materials and direct labor. Consequently, manufacturing overhead includes indirect materials and indirect labor as well as other manufacturing costs.

**2-6** A product cost is any cost involved in purchasing or manufacturing goods. In the case of manufactured goods, these costs consist of direct materials, direct labor, and manufacturing overhead. A period cost is a cost that is taken directly to the income statement as an expense in the period in which it is incurred.

**2-7** The income statement of a manufacturing company differs from the income statement of a merchandising company in the cost of goods sold section. A merchandising company sells finished goods that it has purchased from a supplier. These goods are listed as “purchases” in the cost of goods sold section. Because a manufacturing company produces its goods rather than buying them from a supplier, it lists “cost of goods manufactured” in place of “purchases.” Also, the manufacturing company identifies its inventory in this section as Finished Goods inventory, rather than as Merchandise Inventory.

**2-8** The schedule of cost of goods manufactured lists the manufacturing costs that have been incurred during the period. These costs are organized under the three categories of direct materials, direct labor, and manufacturing overhead. The total costs incurred are adjusted for any change in the Work in Process inventory to determine the cost of goods manufactured (i.e. finished) during the period.

The schedule of cost of goods manufactured ties into the income statement through the cost of goods sold section. The cost of goods manufactured is added to the beginning Finished Goods inventory to determine the goods available for sale. In effect, the cost of goods manufactured takes the place of the Purchases account in a merchandising firm.

**2-9** A manufacturing company usually has three inventory accounts: Raw Materials, Work in Process, and Finished Goods. A merchandising company may have a single inventory account—Merchandise Inventory.

**2-10** Product costs are assigned to units as they are processed and hence are included in inventories. The flow is from direct materials, direct labor, and manufacturing overhead to Work in Process inventory. As goods are completed, their cost is removed from Work in Process inventory and transferred to Finished Goods inventory. As goods are sold, their cost is removed from Finished Goods inventory and transferred to Cost of Goods Sold. Cost of Goods Sold is an expense on the income statement.

**2-11** Yes, costs such as salaries and depreciation can end up as part of assets on the balance sheet if they are manufacturing costs. Manufacturing costs are inventoried until the associated finished goods are sold. Thus, if some units are still in inventory, such costs may be part of either Work in Process inventory or Finished Goods inventory at the end of the period.

**2-12** No. A variable cost is a cost that varies, in total, in direct proportion to changes in the level of activity. The variable cost per unit is constant. A fixed cost is fixed in total, but the average cost per unit changes with the level of activity.

**2-13** A differential cost is a cost that differs between alternatives in a decision. An opportunity cost is the potential benefit that is given up when one alternative is selected over another. A sunk cost is a cost that has already been incurred and cannot be altered by any decision taken now or in the future.

**2-14** No, differential costs can be either variable or fixed. For example, the alternatives might consist of purchasing one machine rather than another to make a product. The difference between the fixed costs of purchasing the two machines is a differential cost.

**Exercise 2-1** (10 minutes)

1. The cost of a hard drive installed in a computer: direct materials.

2. The cost of advertising in the *Puget Sound Computer User* newspaper: selling.

3. The wages of employees who assemble computers from components: direct labor.

4. Sales commissions paid to the company’s salespeople: selling.

5. The wages of the assembly shop’s supervisor: manufacturing overhead.

6. The wages of the company’s accountant: administrative.

7. Depreciation on equipment used to test assembled computers before release to customers: manufacturing overhead.

8. Rent on the facility in the industrial park: a combination of manufacturing overhead, selling, and administrative. The rent would most likely be prorated on the basis of the amount of space occupied by manufacturing, selling, and administrative operations.

**Exercise 2-2** (10 minutes)

1. Product costs:

|  |  |
| --- | --- |
| Direct materials | $  80,000 |
| Direct labor | 42,000 |
| Manufacturing overhead | 19,000 |
| Total product costs | $141,000 |

2. Period costs:

|  |  |
| --- | --- |
| Selling expenses | $22,000 |
| Administrative expenses | 35,000 |
| Total period costs | $57,000 |

3. Conversion costs:

|  |  |
| --- | --- |
| Direct labor | $42,000 |
| Manufacturing overhead | 19,000 |
| Total conversion costs | $61,000 |

4. Prime costs:

|  |  |
| --- | --- |
| Direct materials | $  80,000 |
| Direct labor | 42,000 |
| Total prime costs | $122,000 |

**Exercise 2-3** (15 minutes)

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | Product Cost | Period Cost |
| 1. | Depreciation on salespersons’ cars |  | X |
| 2. | Rent on equipment used in the factory | X |  |
| 3. | Lubricants used for machine maintenance | X |  |
| 4. | Salaries of personnel who work in the finished goods warehouse |  | X |
| 5. | Soap and paper towels used by factory workers at the end of a shift | X |  |
| 6. | Factory supervisors’ salaries | X |  |
| 7. | Heat, water, and power consumed in the factory | X |  |
| 8. | Materials used for boxing products for shipment overseas (units are not normally boxed) |  | X |
| 9. | Advertising costs |  | X |
| 10. | Workers’ compensation insurance for factory employees | X |  |
| 11. | Depreciation on chairs and tables in the factory lunchroom | X |  |
| 12. | The wages of the receptionist in the administrative offices |  | X |
| 13. | Cost of leasing the corporate jet used by the company's executives |  | X |
| 14. | The cost of renting rooms at a Florida resort for the annual sales conference |  | X |
| 15. | The cost of packaging the company’s product | X |  |

**Exercise 2-4** (15 minutes)

|  |  |  |
| --- | --- | --- |
| CyberGames Income Statement | | |
|  |  |  |
| Sales |  | $1,450,000 |
| Cost of goods sold: |  |  |
| Beginning merchandise inventory | $  240,000 |  |
| Add: Purchases | 950,000 |  |
| Goods available for sale | 1,190,000 |  |
| Deduct: Ending merchandise inventory | 170,000 | 1,020,000 |
| Gross margin |  | 430,000 |
| Selling and administrative expenses: |  |  |
| Selling expense | 210,000 |  |
| Administrative expense | 180,000 | 390,000 |
| Net operating income |  | $    40,000 |

**Exercise 2-5** (15 minutes)

|  |  |  |
| --- | --- | --- |
| Lompac Products  Schedule of Cost of Goods Manufactured | | |
|  |  |  |
| Direct materials: |  |  |
| Beginning raw materials inventory | $ 60,000 |  |
| Add: Purchases of raw materials | 690,000 |  |
| Raw materials available for use | 750,000 |  |
| Deduct: Ending raw materials inventory | 45,000 |  |
| Raw materials used in production |  | $  705,000 |
| Direct labor |  | 135,000 |
| Manufacturing overhead |  | 370,000 |
| Total manufacturing costs |  | 1,210,000 |
| Add: Beginning work in process inventory |  | 120,000 |
|  |  | 1,330,000 |
| Deduct: Ending work in process inventory |  | 130,000 |
| Cost of goods manufactured |  | $1,200,000 |

**Exercise 2-6** (15 minutes)

A few of these costs may generate debate. For example, some may argue that the cost of advertising a rock concert is a variable cost because the number of people who come to the rock concert depends on the amount of advertising. However, one can argue that if the price is within reason, any rock concert in New York City will be sold out and the function of advertising is simply to let people know the event will be happening. Moreover, while advertising may affect the number of persons who ultimately buy tickets, the causation is in one direction. If more people buy tickets, the advertising costs don’t go up.

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | Cost Behavior | |
|  | Cost (Measure of Activity) | Variable | Fixed |
| 1. | The cost of X-ray film used in the radiology lab at Virginia Mason Hospital in Seattle (Number of X-rays taken) | X |  |
| 2. | The cost of advertising a rock concert in New York City (Number of rock concert tickets sold) |  | X |
| 3. | The cost of renting retail space for a McDonald’s restaurant in Hong Kong (Total sales at the restaurant) |  | X |
| 4. | The electrical cost of running a roller coaster at Magic Mountain (Number of times the roller coaster is run) | X |  |
| 5. | Property taxes paid by your local cinema theater (Number of tickets sold) |  | X |
| 6. | The cost of sales commissions paid to salespersons at a Nordstrom store (Total sales at the store) | X |  |
| 7. | Property insurance on a Coca Cola bottling plant (Number of cases of bottles produced) |  | X |
| 8. | The costs of synthetic materials used to make a particular model of running shoe (Number of shoes of that model produced) | X |  |
| 9. | The costs of shipping Panasonic televisions to retail stores (Number of televisions sold) | X |  |
| 10. | The cost of leasing an ultra-scan diagnostic machine at the American Hospital in Paris (Number of patients scanned with the machine) |  | X |

**Exercise 2-7** (15 minutes)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Cost | Cost Object | Direct Cost | Indirect Cost |
| 1. | The wages of pediatric nurses | The pediatric department | X |  |
| 2. | Prescription drugs | A particular patient | X |  |
| 3. | Heating the hospital | The pediatric department |  | X |
| 4. | The salary of the head of pediatrics | The pediatric department | X |  |
| 5. | The salary of the head of pediatrics | A particular pediatric patient |  | X |
| 6. | Hospital chaplain’s salary | A particular patient |  | X |
| 7. | Lab tests by outside contractor | A particular patient | X |  |
| 8. | Lab tests by outside contractor | A particular department | X |  |

**Exercise 2-8** (15 minutes)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Item | Differential Cost | Opportunity Cost | Sunk Cost |
| 1. | Cost of the old X-ray machine |  |  | X |
| 2. | The salary of the head of the Radiology Department |  |  |  |
| 3. | The salary of the head of the Pediatrics Department |  |  |  |
| 4. | Cost of the new color laser printer | X |  |  |
| 5. | Rent on the space occupied by Radiology |  |  |  |
| 6. | The cost of maintaining the old machine | X |  |  |
| 7. | Benefits from a new DNA analyzer |  | X |  |
| 8. | Cost of electricity to run the X-ray machines | X |  |  |

Note: The costs of the salaries of the head of the Radiology Department and Pediatrics Department and the rent on the space occupied by Radiology are neither differential costs, nor opportunity costs, nor sunk costs. These costs do not differ between the alternatives and therefore are irrelevant in the decision, but they are not sunk costs because they occur in the future.

**Exercise 2-9** (15 minutes)

|  |  |
| --- | --- |
| 1. | Product cost; variable cost |
| 2. | Conversion cost |
| 3. | Opportunity cost |
| 4. | Prime cost |
| 5. | Sunk cost |
| 6. | Period cost; variable cost |
| 7. | Product cost; period cost; fixed cost |
| 8. | Product cost |
| 9. | Period cost |
| 10. | Fixed cost; product cost; conversion cost |

**Exercise 2-10** (15 minutes)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  | Selling and |  |  |
|  |  | *Cost Behavior* | |  | Administrative |  | Product |
|  | Cost Item | Variable | Fixed |  | Cost |  | Cost |
| 1. | Hamburger buns at a Wendy’s outlet | X |  |  |  |  | X |
| 2. | Advertising by a dental office |  | X |  | X |  |  |
| 3. | Apples processed and canned by Del Monte | X |  |  |  |  | X |
| 4. | Shipping canned apples from a Del Monte plant to customers | X |  |  | X |  |  |
| 5. | Insurance on a Bausch & Lomb factory producing contact lenses |  | X |  |  |  | X |
| 6. | Insurance on IBM’s corporate headquarters |  | X |  | X |  |  |
| 7. | Salary of a supervisor overseeing production of printers at Hewlett-Packard |  | X |  |  |  | X |
| 8. | Commissions paid to Encyclopedia Britannica salespersons | X |  |  | X |  |  |
| 9. | Depreciation of factory lunchroom facilities at a General Electric plant |  | X |  |  |  | X |
| 10. | Steering wheels installed in BMWs | X |  |  |  |  | X |

**Exercise 2-11** (30 minutes)

1.

|  |  |  |
| --- | --- | --- |
| Mason Company Schedule of Cost of Goods Manufactured | | |
| Direct materials: |  |  |
| Beginning raw materials inventory | $   7,000 |  |
| Add: Purchases of raw materials | 118,000 |  |
| Raw materials available for use | 125,000 |  |
| Deduct: Ending raw materials inventory | 15,000 |  |
| Raw materials used in production |  | $110,000 |
| Direct labor |  | 70,000 |
| Manufacturing overhead |  | 80,000 |
| Total manufacturing costs |  | 260,000 |
| Add: Beginning work in process inventory |  | 10,000 |
|  |  | 270,000 |
| Deduct: Ending work in process inventory |  | 5,000 |
| Cost of goods manufactured |  | $265,000 |

2. The cost of goods sold section of Mason Company’s income statement:

|  |  |
| --- | --- |
| Beginning finished goods inventory | $ 20,000 |
| Add: Cost of goods manufactured | 265,000 |
| Goods available for sale | 285,000 |
| Deduct: Ending finished goods inventory | 35,000 |
| Cost of goods sold | $250,000 |

**Exercise 2-12** (30 minutes)

|  |  |  |  |
| --- | --- | --- | --- |
| 1. | a. | Batteries purchased | 8,000 |
|  |  | Batteries drawn from inventory | 7,600 |
|  |  | Batteries remaining in inventory | 400 |
|  |  | Cost per battery | × $10 |
|  |  | Cost in Raw Materials Inventory at April 30 | $4,000 |
|  |  |  |  |
|  | b. | Batteries used in production (7,600 – 100) | 7,500 |
|  |  | Motorcycles completed and transferred to Finished Goods (90% × 7,500) | 6,750 |
|  |  | Motorcycles still in Work in Process at April 30 | 750 |
|  |  | Cost per battery | × $10 |
|  |  | Cost in Work in Process Inventory at April 30 | $7,500 |
|  |  |  |  |
|  | c. | Motorcycles completed and transferred to Finished Goods (see above) | 6,750 |
|  |  | Motorcycles sold during the month  (70% × 6,750) | 4,725 |
|  |  | Motorcycles still in Finished Goods at April 30 | 2,025 |
|  |  | Cost per battery | × $10 |
|  |  | Cost in Finished Goods Inventory at April 30 | $20,250 |
|  |  |  |  |
|  | d. | Motorcycles sold during the month (above) | 4,725 |
|  |  | Cost per battery | × $10 |
|  |  | Cost in Cost of Goods Sold at April 30 | $47,250 |
|  |  |  |  |
|  | e. | Batteries used in salespersons’ motorcycles | 100 |
|  |  | Cost per battery | × $10 |
|  |  | Cost in Selling Expense at April 30 | $ 1,000 |

2. Raw Materials Inventory—balance sheet

Work in Process Inventory—balance sheet

Finished Goods Inventory—balance sheet

Cost of Goods Sold—income statement

Selling Expense—income statement

**Problem 2-13** (30 minutes)

Note to the Instructor: There may be some exceptions to the answers below. The purpose of this problem is to get the student to start *thinking* about cost behavior and cost purposes; try to avoid lengthy discussions about how a particular cost is classified.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | Variable or | Selling | Administrative | Manufacturing  (Product) Cost | |
|  | Cost Item | Fixed | Cost | Cost | Direct | Indirect |
| 1. | Property taxes, factory | F |  |  |  | X |
| 2. | Boxes used for packaging detergent produced by the company | V |  |  | X |  |
| 3. | Salespersons’ commissions | V | X |  |  |  |
| 4. | Supervisor’s salary, factory | F |  |  |  | X |
| 5. | Depreciation, executive autos | F |  | X |  |  |
| 6. | Wages of workers assembling computers | V |  |  | X |  |
| 7. | Insurance, finished goods warehouses | F | X |  |  |  |
| 8. | Lubricants for production equipment | V |  |  |  | X |
| 9. | Advertising costs | F | X |  |  |  |
| 10. | Microchips used in producing calculators | V |  |  | X |  |
| 11. | Shipping costs on merchandise sold | V | X |  |  |  |
| 12. | Magazine subscriptions, factory lunchroom | F |  |  |  | X |
| 13. | Thread in a garment factory | V |  |  |  | X |
| 14. | Billing costs | V | X\* |  |  |  |
| 15. | Executive life insurance | F |  | X |  |  |

**Problem 2-13** (continued)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | Variable or | Selling | Administrative | Manufacturing  (Product) Cost | |
|  | Cost Item | Fixed | Cost | Cost | Direct | Indirect |
| 16. | Ink used in textbook production | V |  |  |  | X |
| 17. | Fringe benefits, assembly-line workers | V |  |  | X\*\* |  |
| 18. | Yarn used in sweater production | V |  |  | X |  |
| 19. | Wages of receptionist, executive offices | F |  | X |  |  |

\* Could be administrative cost.

\*\* Could be indirect cost.

**Problem 2-14** (30 minutes)

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  | Product Cost | | | Period (Selling |  |  |
| Name of the Cost | Variable Cost | Fixed Cost | Direct Materials | Direct Labor | Manu-facturing Overhead | and Admin) Cost | Oppor-tunity Cost | Sunk Cost |
| Rental revenue forgone, $30,000 per year |  |  |  |  |  |  | X |  |
| Direct materials cost, $80 per unit | X |  | X |  |  |  |  |  |
| Rental cost of warehouse, $500 per month |  | X |  |  |  | X |  |  |
| Rental cost of equipment, $4,000 per month |  | X |  |  | X |  |  |  |
| Direct labor cost, $60 per unit | X |  |  | X |  |  |  |  |
| Depreciation of the annex space, $8,000 per year |  | X |  |  | X |  |  | X |
| Advertising cost, $50,000 per year |  | X |  |  |  | X |  |  |
| Supervisor's salary, $1,500 per month |  | X |  |  | X |  |  |  |
| Electricity for machines, $1.20 per unit | X |  |  |  | X |  |  |  |
| Shipping cost, $9 per unit | X |  |  |  |  | X |  |  |
| Return earned on investments, $3,000 per year |  |  |  |  |  |  | X |  |

**Problem 2-15** (30 minutes)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | Cost Behavior | |  | To Units of Product | |
|  | Cost Item | Variable | Fixed |  | Direct | Indirect |
| 1. | Electricity to run production equipment | X |  |  |  | X |
| 2. | Rent on a factory building |  | X |  |  | X |
| 3. | Cloth used to make drapes | X |  |  | X |  |
| 4. | Production superintendent’s salary |  | X |  |  | X |
| 5. | Wages of laborers assembling a product | X |  |  | X |  |
| 6. | Depreciation of air purification equipment used to make furniture |  | X |  |  | X |
| 7. | Janitorial salaries |  | X |  |  | X |
| 8. | Peaches used in canning fruit | X |  |  | X |  |
| 9. | Lubricants for production equipment | X |  |  |  | X |
| 10. | Sugar used in soft drink production | X |  |  | X |  |
| 11. | Property taxes on the factory |  | X |  |  | X |
| 12. | Wages of workers painting a product | X |  |  | X |  |
| 13. | Depreciation on cafeteria equipment |  | X |  |  | X |
| 14. | Insurance on a building used in producing helicopters |  | X |  |  | X |
| 15. | Cost of rotor blades used in producing helicopters | X |  |  | X |  |

**Problem 2-16** (45 minutes)

1.

|  |  |  |
| --- | --- | --- |
| Swift Company  Schedule of Cost of Goods Manufactured  For the Month Ended August 31 | | |
| Direct materials: |  |  |
| Raw materials inventory, August 1 | $   8,000 |  |
| Add: Purchases of raw materials | 165,000 |  |
| Raw materials available for use | 173,000 |  |
| Deduct: Raw materials inventory, August 31 | 13,000 |  |
| Raw materials used in production |  | $160,000 |
| Direct labor |  | 70,000 |
| Manufacturing overhead |  | 85,000 |
| Total manufacturing costs |  | 315,000 |
| Add: Work in process inventory, August 1 |  | 16,000 |
|  |  | 331,000 |
| Deduct: Work in process inventory, August 31 |  | 21,000 |
| Cost of goods manufactured |  | $310,000 |

2.

|  |  |  |
| --- | --- | --- |
| Swift Company Income Statement For the Month Ended August 31 | | |
| Sales |  | $450,000 |
| Cost of goods sold: |  |  |
| Finished goods inventory, August 1 | $ 40,000 |  |
| Add: Cost of goods manufactured | 310,000 |  |
| Goods available for sale | 350,000 |  |
| Deduct: Finished goods inventory, August 31 | 60,000 | 290,000 |
| Gross margin |  | 160,000 |
| Selling and administrative expenses |  | 142,000 |
| Net operating income |  | $ 18,000 |

**Problem 2-16** (continued)

3. In preparing the income statement for August, Sam failed to distinguish between product costs and period costs, and he also failed to recognize the changes in inventories between the beginning and end of the month. Once these errors have been corrected, the financial condition of the company looks much better and selling the company may not be advisable.

**Problem 2-17** (15 minutes)

1. The controller is correct that the salary cost should be classified as a selling (marketing) cost. The duties described in the problem have nothing to do with manufacturing a product, but rather deal with moving *finished units* from the factory to distribution warehouses. Selling costs include all costs necessary to secure customer orders and to get the finished product into the hands of customers. Coordination of shipments of finished units from the factory to distribution warehouses falls in this category.

2. No, the president is not correct. The reported net operating income for the year will differ depending on how the salary cost is classified. If the salary cost is classified as a selling expense all of it will appear on the income statement as a period cost. However, if the salary cost is classified as a manufacturing (product) cost, it will be added to Work in Process inventory along with other manufacturing costs for the period. To the extent that goods are still in process at the end of the period, part of the salary cost will remain with these goods in the Work in Process inventory account. Only that portion of the salary cost that has been assigned to finished units will leave the Work in Process inventory account and be transferred into the Finished Goods inventory account. In like manner, to the extent that goods are unsold at the end of the period, part of the salary cost will remain with these goods in the Finished Goods inventory account. Only the portion of the salary that has been assigned to finished units that are sold during the period will appear on the income statement as an expense (part of Cost of Goods Sold) for the period. The remainder of the salary costs will be on the balance sheet as part of inventories.

**Problem 2-18** (45 minutes)

1.

|  |  |  |
| --- | --- | --- |
| Meriwell Company Schedule of Cost of Goods Manufactured | | |
| Direct materials: |  |  |
| Raw materials inventory, beginning | $  9,000 |  |
| Add: Purchases of raw materials | 125,000 |  |
| Raw materials available for use | 134,000 |  |
| Deduct: Raw materials inventory, ending | 6,000 |  |
| Raw materials used in production |  | $128,000 |
| Direct labor |  | 70,000 |
| Manufacturing overhead |  | 105,000 |
| Total manufacturing costs |  | 303,000 |
| Add: Work in process inventory, beginning |  | 17,000 |
|  |  | 320,000 |
| Deduct: Work in process inventory, ending |  | 30,000 |
| Cost of goods manufactured |  | $290,000 |

2.

|  |  |  |
| --- | --- | --- |
| Meriwell Company Income Statement | | |
| Sales |  | $500,000 |
| Cost of goods sold: |  |  |
| Finished goods inventory, beginning | $ 20,000 |  |
| Add: Cost of goods manufactured | 290,000 |  |
| Goods available for sale | 310,000 |  |
| Deduct: Finished goods inventory, ending | 40,000 | 270,000 |
| Gross margin |  | 230,000 |
| Selling and administrative expenses: |  |  |
| Selling expenses | 80,000 |  |
| Administrative expenses | 110,000 | 190,000 |
| Net operating income |  | $ 40,000 |

**Problem 2-18** (continued)

3. Direct materials: $128,000 ÷ 10,000 units = $12.80 per unit.  
Fixed manufacturing overhead: $90,000 ÷ 10,000 units = $9.00 per unit.

4. Direct materials:  
 Unit cost: $12.80 (unchanged)  
 Total cost: 15,000 units × $12.80 per unit = $192,000.

Fixed manufacturing overhead:  
 Unit cost: $90,000 ÷ 15,000 units = $6.00 per unit.  
 Total cost: $90,000 (unchanged)

5. Unit cost for fixed manufacturing overhead dropped from $9.00 to $6.00, because of the increase in production between the two years. Because fixed costs do not change *in total* as the activity level changes, they will decrease on a unit basis as the activity level rises.

**Problem 2-19** (45 minutes)

1.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Cost Behavior | | Selling or  Administrative | Product Cost | |
| Cost Item | Variable | Fixed | Cost | Direct | Indirect |
| Factory labor, direct | $118,000 |  |  | $118,000 |  |
| Advertising |  | $50,000 | $50,000 |  |  |
| Factory supervision |  | 40,000 |  |  | $40,000 |
| Property taxes, factory building |  | 3,500 |  |  | 3,500 |
| Sales commissions | 80,000 |  | 80,000 |  |  |
| Insurance, factory |  | 2,500 |  |  | 2,500 |
| Depreciation, administrative office equipment |  | 4,000 | 4,000 |  |  |
| Lease cost, factory equipment |  | 12,000 |  |  | 12,000 |
| Indirect materials, factory | 6,000 |  |  |  | 6,000 |
| Depreciation, factory building |  | 10,000 |  |  | 10,000 |
| Administrative office supplies | 3,000 |  | 3,000 |  |  |
| Administrative office salaries |  | 60,000 | 60,000 |  |  |
| Direct materials used | 94,000 |  |  | 94,000 |  |
| Utilities, factory | 20,000 |  |  |  | 20,000 |
| Total costs | $321,000 | $182,000 | $197,000 | $212,000 | $94,000 |

**Problem 2-19** (continued)

2.

|  |  |
| --- | --- |
| Direct | $212,000 |
| Indirect | 94,000 |
| Total | $306,000 |
| $306,000 ÷ 2,000 sets = $153 per set |  |

3. The average product cost per set would increase if the production drops. This is because the fixed costs would be spread over fewer units, causing the average cost per unit to rise.

4. a. Yes, the president may expect a minimum price of $153, which is the average cost to manufacture one set. He might expect a price even higher than this to cover a portion of the administrative costs as well. The brother-in-law probably is thinking of cost as including only direct materials, or, at most, direct materials and direct labor. Direct materials alone would be only $47 per set, and direct materials and direct labor would be only $106.

b. The term is opportunity cost. The full, regular price of a set might be appropriate here, because the company is operating at full capacity, and this is the amount that must be given up (benefit forgone) to sell a set to the brother-in-law.

**Problem 2-20** (30 minutes)

1.

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  | Product Cost | | | Period (Selling |  |  |
| Name of the Cost | Variable Cost | Fixed Cost | Direct Materials | Direct Labor | Manuf. Overhead | and Admin) Cost | Oppor-tunity Cost | Sunk Cost |
| Staci's current salary, $3,800 per month |  | X |  |  |  |  | X |  |
| Building rent, $500 per month |  | X |  |  | X |  |  |  |
| Clay and glaze, $2 per pot | X |  | X |  |  |  |  |  |
| Wages of production workers, $8 per pot | X |  |  | X |  |  |  |  |
| Advertising, $600 per month |  | X |  |  |  | X |  |  |
| Sales commission, $4 per pot | X |  |  |  |  | X |  |  |
| Rent of production equipment, $300 per month |  | X |  |  | X |  |  |  |
| Legal and filing fees, $500 |  | X |  |  |  | X |  | X |
| Rent of sales office, $250 per month |  | X |  |  |  | X |  |  |
| Phone for taking orders, $40 per month |  | X |  |  |  | X |  |  |
| Interest lost on savings account, $1,200 per year |  | X |  |  |  |  | X |  |

**Problem 2-20** (continued)

2. The $500 cost of incorporating the business is not a differential cost. Even though the cost was incurred to start the business, it is a sunk cost. Whether Staci produces pottery or stays in her present job, she will have incurred this cost.

**Problem 2-21** (60 minutes)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1. | Superior Company  Schedule of Cost of Goods Manufactured  For the Year Ended December 31 | | | |
|  | Direct materials: |  |  |  |
|  | Raw materials inventory, beginning (given) | $ 40,000 |  |  |
|  | Add: Purchases of raw materials (given) | 290,000 |  |  |
|  | Raw materials available for use | 330,000 |  |  |
|  | Deduct: Raw materials inventory, ending (given) | 10,000 |  |  |
|  | Raw materials used in production |  | $320,000 |  |
|  | Direct labor |  | 93,000 | \* |
|  | Manufacturing overhead (given) |  | 270,000 |  |
|  | Total manufacturing costs (given) |  | 683,000 |  |
|  | Add: Work in process inventory, beginning |  | 42,000 | \* |
|  |  |  | 725,000 |  |
|  | Deduct: Work in process inventory, ending (given) |  | 35,000 |  |
|  | Cost of goods manufactured |  | $690,000 |  |

The cost of goods sold section of the income statement follows:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Finished goods inventory, beginning (given) |  | $ 50,000 |  |
|  | Add: Cost of goods manufactured |  | 690,000 | \* |
|  | Goods available for sale (given) |  | 740,000 |  |
|  | Deduct: Finished goods inventory, ending |  | 80,000 | \* |
|  | Cost of goods sold (given) |  | $660,000 |  |

\* These items must be computed by working backwards up through the statements.

2. Direct materials: $320,000 ÷ 40,000 units = $8.00 per unit.  
Manufacturing overhead: $270,000 ÷ 40,000 units = $6.75 per unit.

3. Direct materials: $8.00 per unit.  
Manufacturing overhead: $270,000 ÷ 50,000 units = $5.40 per unit.

**Problem 2-21 (continued)**

4. The average cost per unit for manufacturing overhead dropped from $6.75 to $5.40 because of the increase in production between the two years. Because fixed costs do not change *in total* as the activity level changes, the average cost per unit will decrease as the activity level rises.

**Problem 2-22** (30 minutes)

1. A cost that is classified as a period cost will be recognized on the income statement as an expense in the current period. A cost that is classified as a product cost will be recognized on the income statement as an expense (i.e., cost of goods sold) only when the associated units of product are sold. If some units are unsold at the end of the period, the costs of those unsold units are treated as assets. Therefore, by reclassifying period costs as product costs, the company is able to carry some costs forward in inventories that would have been treated as current expenses.

2. The discussion below is divided into two parts—Gallant’s actions to postpone expenditures and the actions to reclassify period costs as product costs.

The decision to postpone expenditures is questionable. It is one thing to postpone expenditures due to a cash bind; it is quite another to postpone expenditures in order to hit a profit target. Postponing these expenditures may have the effect of ultimately increasing future costs and reducing future profits. If orders to the company’s suppliers are changed, it may disrupt the suppliers’ operations. The additional costs may be passed on to Gallant’s company and may create ill will and a feeling of mistrust. Postponing maintenance on equipment is particularly questionable. The result may be breakdowns, inefficient and/or unsafe operations, and a shortened life for the machinery.

Interestingly, in a survey of 649 managers reported in *Management Accounting*, only 12% stated that it is unethical to defer expenses and thereby manipulate quarterly earnings. The proportion who felt it was unethical increased to 24% when it involved annual earnings. Another 41% said that deferring expenses is a questionable practice when it involved quarterly reports and 35% said this when annual reports were involved. Finally, 47% said that it is completely ethical to manipulate quarterly reports in this way and 41% gave the green light for annual reports. (See William J. Bruns, Jr. and Kenneth A. Merchant, “The Dangerous Morality of Managing Earnings,” *Management Accounting*, August 1990, pp. 22-25)

**Problem 2-22** (continued)

Gallant’s decision to reclassify period costs is not ethical—assuming that there is no intention of disclosing in the financial reports this reclassification. Such a reclassification would be a violation of the principle of consistency in financial reporting and is a clear attempt to mislead readers of the financial reports. Although some may argue that the overall effect of Gallant’s action will be a “wash”—that is, profits gained in this period will simply be taken from the next period—the trend of earnings will be affected. Hopefully, the auditors would discover any such attempt to manipulate annual earnings and would refuse to issue an unqualified opinion due to the lack of consistency. However, recent accounting scandals may lead to some skepticism about how forceful auditors have been in enforcing tight accounting standards.

**Problem 2-23** (20 minutes)

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | Direct or Indirect Cost of the Meals-On-Wheels Program | |  | Direct or Indirect Cost of Particular Seniors Served by the Meals-On-Wheels Program | |  | Variable or Fixed with Respect to the Number of Seniors Served by the Meals-On-Wheels Program | |
| Item | Description | Direct | Indirect |  | Direct | Indirect |  | Variable | Fixed |
| a. | The cost of leasing the meals-on-wheels van | X |  |  |  | X |  |  | X |
| b. | The cost of incidental supplies such as salt, pepper, napkins, and so on | X |  |  |  | X\* |  | X |  |
| c. | The cost of gasoline consumed by the meals-on-wheels van | X |  |  |  | X |  | X |  |
| d. | The rent on the facility that houses Madison Seniors Care Center, including the meals-on-wheels program |  | X |  |  | X\* |  |  | X |
| e. | The salary of the part-time manager of the meals-on-wheels program | X |  |  |  | X |  |  | X |
| f. | Depreciation on the kitchen equipment used in the meals-on-wheels program | X |  |  |  | X |  |  | X |
| g. | The hourly wages of the caregiver who drives the van and delivers the meals | X |  |  | X |  |  | X |  |
| h. | The costs of complying with health safety regulations in the kitchen | X |  |  |  | X |  |  | X |
| i. | The costs of mailing letters soliciting donations to the meals-on-wheels program | X |  |  |  | X |  |  | X |

\*These costs could be direct costs of serving particular seniors.

**Problem 2-24** (60 minutes)

1.

|  |  |  |
| --- | --- | --- |
| Visic Corporation Schedule of Cost of Goods Manufactured | | |
| Direct materials: |  |  |
| Raw materials inventory, beginning | $ 20,000 |  |
| Add: Purchases of raw materials | 480,000 |  |
| Raw materials available for use | 500,000 |  |
| Deduct: Raw materials inventory, ending | 30,000 |  |
| Raw materials used in production |  | $470,000 |
| Direct labor |  | 90,000 |
| Manufacturing overhead |  | 300,000 |
| Total manufacturing costs |  | 860,000 |
| Add: Work in process inventory, beginning |  | 50,000 |
|  |  | 910,000 |
| Deduct: Work in process inventory, ending |  | 40,000 |
| Cost of goods manufactured |  | $870,000 |

2. a. To compute the number of units in the finished goods inventory at the end of the year, we must first compute the number of units sold during the year.



|  |  |
| --- | --- |
| Units in the finished goods inventory, beginning | 0 |
| Units produced during the year | 29,000 |
| Units available for sale | 29,000 |
| Units sold during the year (above) | 26,000 |
| Units in the finished goods inventory, ending | 3,000 |

b. The average production cost per unit during the year is:



Thus, the cost of the units in the finished goods inventory at the end of the year is: 3,000 units × $30 per unit = $90,000.

**Problem 2-24** (continued)

|  |  |  |  |
| --- | --- | --- | --- |
| 3. | Visic Corporation  Income Statement | | |
|  |  |  |  |
|  | Sales |  | $1,300,000 |
|  | Cost of goods sold: |  |  |
|  | Finished goods inventory, beginning | $         0 |  |
|  | Add: Cost of goods manufactured | 870,000 |  |
|  | Goods available for sale | 870,000 |  |
|  | Finished goods inventory, ending | 90,000 | 780,000 |
|  | Gross margin |  | 520,000 |
|  | Selling and administrative expenses |  | 380,000 |
|  | Net operating income |  | $  140,000 |

**Problem 2-25** (45 minutes)

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Case 1 |  | Case 2 |  | Case 3 |  | Case 4 |  |
| Direct materials | $ 4,500 |  | $ 6,000 |  | $ 5,000 |  | $ 3,000 |  |
| Direct labor | 9,000 | \* | 3,000 |  | 7,000 |  | 4,000 |  |
| Manufacturing overhead | 5,000 |  | 4,000 |  | 8,000 | \* | 9,000 |  |
| Total manufacturing costs | 18,500 |  | 13,000 | \* | 20,000 |  | 16,000 | \* |
| Beginning work in process inventory | 2,500 |  | 2,000 | \* | 3,000 |  | 4,500 | \* |
| Ending work in process inventory | (3,000) | \* | (1,000) |  | (4,000) |  | (3,000) |  |
| Cost of goods manufactured | $18,000 |  | $14,000 |  | $19,000 | \* | $17,500 |  |
|  |  |  |  |  |  |  |  |  |
| Sales | $30,000 |  | $21,000 |  | $36,000 |  | $40,000 |  |
| Beginning finished goods inventory | 1,000 |  | 2,500 |  | 3,500 | \* | 2,000 |  |
| Cost of goods manufactured | 18,000 |  | 14,000 |  | 19,000 | \* | 17,500 |  |
| Goods available for sale | 19,000 | \* | 16,500 | \* | 22,500 | \* | 19,500 | \* |
| Ending finished goods inventory | (2,000) | \* | (1,500) |  | (4,000) |  | (3,500) |  |
| Cost of goods sold | 17,000 |  | 15,000 | \* | 18,500 |  | 16,000 | \* |
| Gross margin | 13,000 |  | 6,000 | \* | 17,500 |  | 24,000 | \* |
| Selling and administrative expenses | (9,000) | \* | (3,500) |  | (12,500) | \* | (15,000) | \* |
| Net operating income | $ 4,000 |  | $ 2,500 | \* | $ 5,000 |  | $ 9,000 |  |

\* Missing data in the problem.

**Case 2-26** (60 minutes)

The following cost items are needed before a schedule of cost of goods manufactured can be prepared:

Materials used in production:

|  |  |
| --- | --- |
| Prime cost | $410,000 |
| Less direct labor cost | 180,000 |
| Direct materials cost | $230,000 |

Manufacturing overhead cost:



\*100% – 70% = 30%.

|  |  |
| --- | --- |
| Conversion cost | $600,000 |
| Less direct labor cost | 180,000 |
| Manufacturing overhead cost | $420,000 |

Cost of goods manufactured:

|  |  |
| --- | --- |
| Goods available for sale | $810,000 |
| Less finished goods inventory, beginning | 45,000 |
| Cost of goods manufactured | $765,000 |

The easiest way to proceed from this point is to place all known amounts in a partially completed schedule of cost of goods manufactured and a partially completed income statement. Then fill in the missing amounts by analysis of the available data.

**Case 2-26** (continued)

|  |  |
| --- | --- |
| Direct materials: |  |
| Raw materials inventory, beginning | $ 18,000 |
| Add: Purchases of raw materials | 290,000 |
| Raw materials available for use | 308,000 |
| Deduct: Raw materials inventory, ending | A |
| Raw materials used in production (see above) | 230,000 |
| Direct labor cost | 180,000 |
| Manufacturing overhead cost (see above) | 420,000 |
| Total manufacturing costs | 830,000 |
| Add: Work in process inventory, beginning | 65,000 |
|  | 895,000 |
| Deduct: Work in process inventory, ending | B |
| Cost of goods manufactured (see above) | $765,000 |

Therefore, “A” (Raw materials inventory, ending) is $78,000; and “B” (Work in process inventory, ending) is $130,000.

|  |  |  |
| --- | --- | --- |
| Sales |  | $1,200,000 |
| Cost of goods sold: |  |  |
| Finished goods inventory, beginning | $ 45,000 |  |
| Add: Cost of goods manufactured (see above) | 765,000 |  |
| Goods available for sale | 810,000 |  |
| Deduct: Finished goods inventory, ending | C | 720,000 |
| Gross margin |  | $   480,000 |

\*$1,200,000 × (100% – 40%) = $720,000.

Therefore, “C” (Finished goods inventory, ending) is $90,000. The procedure outlined above is just one way in which the solution to the case can be approached. Some may wish to start at the bottom of the income statement (with gross margin) and work upwards from that point. Also, the solution can be obtained by use of T-accounts.

**Case 2-27** (60 minutes)

1. No distinction has been made between period expenses and product costs on the income statement filed by the company’s accountant. Product costs (e.g., direct materials, direct labor, and manufacturing overhead) should be assigned to inventory accounts and flow through to the income statement as cost of goods sold only when finished products are sold. Because there were ending inventories, some of the product costs should appear on the balance sheet as assets rather than on the income statement as expenses.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 2. | | Solar Technology, Inc.  Schedule of Cost of Goods Manufactured  For the Quarter Ended March 31 | | |
|  | Direct materials: |  |  |
|  | Raw materials inventory, beginning | $         0 |  |
|  | Add: Purchases of raw materials | 360,000 |  |
|  | Raw materials available for use | 360,000 |  |
|  | Deduct: Raw materials inventory, ending | 10,000 |  |
|  | Raw materials used in production |  | $350,000 |
|  | Direct labor |  | 70,000 |
|  | Manufacturing overhead |  | 410,000 |
|  | Total manufacturing costs |  | 830,000 |
|  | Add: Work in process inventory, beginning |  | 0 |
|  |  |  | 830,000 |
|  | Deduct: Work in process inventory, ending |  | 50,000 |
|  | Cost of goods manufactured |  | $780,000 |

**Case 2-27** (continued)

3. Before an income statement can be prepared, the cost of the 8,000 batteries in the ending finished goods inventory must be determined. Altogether, the company produced 40,000 batteries during the quarter; thus, the production cost per battery was:



Because 8,000 batteries (40,000 – 32,000 = 8,000) were in the finished goods inventory at the end of the quarter, the total cost of this inventory was:

8,000 units × $19.50 per unit = $156,000.

With this and other data from the case, the company’s income statement for the quarter can be prepared as follows:

|  |  |  |
| --- | --- | --- |
| Solar Technology, Inc. Income Statement For the Quarter Ended March 31 | | |
|  |  |  |
| Sales (32,000 batteries) |  | $960,000 |
| Cost of goods sold: |  |  |
| Finished goods inventory, beginning | $         0 |  |
| Add: Cost of goods manufactured | 780,000 |  |
| Goods available for sale | 780,000 |  |
| Deduct: Finished goods inventory, ending | 156,000 | 624,000 |
| Gross margin |  | 336,000 |
| Selling and administrative expenses |  | 290,000 |
| Net operating income |  | $ 46,000 |

**Case 2-27** (continued)

4. No, the insurance company probably does not owe Solar Technology $226,000. The key question is how “cost” was defined in the insurance contract. It is most likely that the insurance contract limits reimbursement for losses to those costs that would normally be considered product costs—in other words, direct materials, direct labor, and manufacturing overhead. The $226,000 is overstated because it includes elements of selling and administrative expenses as well as product costs. The $226,000 also does not recognize that some costs incurred during the period are in the ending Raw Materials and Work in Process inventory accounts, as explained in part (1) above. The insurance company’s liability is probably just $156,000, which is the amount of cost associated with the ending Finished Goods inventory as shown in part (3) above.

Appendix 2A

Further Classification of Labor Costs

**Exercise 2A-1** (10 minutes)

|  |  |
| --- | --- |
| Direct labor (34 hours × $15 per hour) | $510 |
| Manufacturing overhead (idle time: 6 hours × $15 per hour) | 90 |
| Total wages earned | $600 |

**Exercise 2A-2** (10 minutes)

|  |  |
| --- | --- |
| Direct labor (45 hours × $14 per hour) | $630 |
| Manufacturing overhead (overtime: 5 hours × $7 per hour) | 35 |
| Total wages earned | $665 |

**Exercise 2A-3** (15 minutes)

1. No. It appears that the overtime spent completing the job was simply a matter of how the job happened to be scheduled. Under these circumstances, an overtime premium probably should not be charged to a customer whose job happens to fall at the end of the day’s schedule.

|  |  |  |
| --- | --- | --- |
| 2. | Direct labor (9 hours × $14 per hour) | $126 |
|  | General overhead (1 hour × $7 per hour) | 7 |
|  | Total cost | $133 |

3. A charge for an overtime premium might be justified if the customer requested a “rush” order that caused the overtime.

**Exercise 2A-4** (15 minutes)

|  |  |  |
| --- | --- | --- |
| 1. | Direct labor (31 hours × $14 per hour) | $434 |
|  | Manufacturing overhead  (idle time: 9 hours × $14 per hour) | 126 |
|  | Total cost | $560 |

|  |  |  |
| --- | --- | --- |
| 2. | Direct labor (48 hours × $14 per hour) | $672 |
|  | Manufacturing overhead (overtime: 8 hours × $7 per hour) | 56 |
|  | Total cost | $728 |

3. A company could treat the cost of fringe benefits relating to direct labor workers as part of manufacturing overhead. This approach spreads the cost of such fringe benefits uniformly over all units of output. Alternatively, the company could treat the cost of fringe benefits relating to direct labor workers as additional direct labor cost. This latter approach charges the costs of fringe benefits to specific jobs rather than to all units of output.

**Problem 2A-5** (30 minutes)

|  |  |  |  |
| --- | --- | --- | --- |
| 1. | Total wages for the week: |  |  |
|  | Regular time (40 hours × $20 per hour) |  | $800 |
|  | Overtime (6 hours × $30 per hour) |  | 180 |
|  | Total wages |  | $980 |
|  |  |  |  |
|  | Allocation of total wages: |  |  |
|  | Direct labor (46 hours × $20 per hour) |  | $920 |
|  | Manufacturing overhead (Overtime: 6 hours × $10 per hour) |  | 60 |
|  | Total wages |  | $980 |

|  |  |  |  |
| --- | --- | --- | --- |
| 2. | Total wages for the week: |  |  |
|  | Regular time (40 hours × $20 per hour) |  | $  800 |
|  | Overtime (8 hours × $30 per hour) |  | 240 |
|  | Total wages |  | $1,040 |
|  |  |  |  |
|  | Allocation of total wages: |  |  |
|  | Direct labor (45 hours × $20 per hour) |  | $  900 |
|  | Manufacturing overhead: |  |  |
|  | (Idle time: 3 hours × $20 per hour) | $60 |  |
|  | (Overtime: 8 hours × $10 per hour) | 80 | 140 |
|  | Total wages |  | $1,040 |

|  |  |  |  |
| --- | --- | --- | --- |
| 3. | Total wages and fringe benefits for the week: |  |  |
|  | Regular time (40 hours × $20 per hour) |  | $  800 |
|  | Overtime (10 hours × $30 per hour) |  | 300 |
|  | Fringe benefits (50 hours × $6 per hour) |  | 300 |
|  | Total wages and fringe benefits |  | $1,400 |
|  |  |  |  |
|  | Allocation of wages and fringe benefits: |  |  |
|  | Direct labor (48 hours × $20 per hour) |  | $  960 |
|  | Manufacturing overhead: |  |  |
|  | (Idle time: 2 hours × $20 per hour) | $ 40 |  |
|  | (Overtime: 10 hours × $10 per hour) | 100 |  |
|  | (Fringe benefits: 50 hours × $6 per hour) | 300 | 440 |
|  | Total wages and fringe benefits |  | $1,400 |

**Problem 2A-5** (continued)

|  |  |  |  |
| --- | --- | --- | --- |
| 4. | Allocation of wages and fringe benefits: |  |  |
|  | Direct labor: |  |  |
|  | Wage cost (48 hours × $20 per hour) | $960 |  |
|  | Fringe benefits (48 hours × $6 per hour) | 288 | $1,248 |
|  | Manufacturing overhead: |  |  |
|  | (Idle time: 2 hours × $20 per hour) | 40 |  |
|  | (Overtime: 10 hours × $10 per hour) | 100 |  |
|  | (Fringe benefits: 2 hours × $6 per hour) | 12 | 152 |
|  | Total wages and fringe benefits |  | $1,400 |

Appendix 2B

Cost of Quality

**Exercise 2B-1** (10 minutes)

1. Quality of conformance

2. Quality costs

3. Quality circles

4. Prevention costs, appraisal costs

5. Internal failure costs, external failure costs

6. External failure costs

7. Appraisal costs

8. Prevention costs

9. Internal failure costs

10. External failure costs

11. Prevention costs, appraisal costs

12. Quality cost report

**Exercise 2B-2** (15 minutes)

1.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Prevention Cost | Appraisal Cost | Internal Failure Cost | External Failure Cost |
| a. | Product testing |  | X |  |  |
| b. | Product recalls |  |  |  | X |
| c. | Rework labor and overhead |  |  | X |  |
| d. | Quality circles | X |  |  |  |
| e. | Downtime caused by defects |  |  | X |  |
| f. | Cost of field servicing |  |  |  | X |
| g. | Inspection of goods |  | X |  |  |
| h. | Quality engineering | X |  |  |  |
| i. | Warranty repairs |  |  |  | X |
| j. | Statistical process control | X |  |  |  |
| k. | Net cost of scrap |  |  | X |  |
| l. | Depreciation of test equipment |  | X |  |  |
| m. | Returns and allowances arising from poor quality |  |  |  | X |
| n. | Disposal of defective products |  |  | X |  |
| o. | Technical support to suppliers | X |  |  |  |
| p. | Systems development | X |  |  |  |
| q. | Warranty replacements |  |  |  | X |
| r. | Field testing at customer site |  | X |  |  |
| s. | Product design | X |  |  |  |

2. Prevention costs and appraisal costs are incurred in an effort to keep poor quality of conformance from occurring. Internal and external failure costs are incurred because poor quality of conformance has occurred.

**Problem 2B-3** (60 minutes)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 1. | Florex Company Quality Cost Report | | | | | |
|  |  | Last Year | |  | This Year | |
|  |  | Amount  (in thousands) | Percent of Sales |  | Amount  (in thousands) | Percent of Sales |
|  | Prevention costs: |  |  |  |  |  |
|  | Quality engineering | $    420 | 0.56 |  | $    570 | 0.76 |
|  | Systems development | 480 | 0.64 |  | 750 | 1.00 |
|  | Statistical process control | 0 | 0.00 |  | 180 | 0.24 |
|  | Total prevention costs | 900 | 1.20 |  | 1,500 | 2.00 |
|  |  |  |  |  |  |  |
|  | Appraisal costs |  |  |  |  |  |
|  | Inspection | 750 | 1.00 |  | 900 | 1.20 |
|  | Product testing | 810 | 1.08 |  | 1,200 | 1.60 |
|  | Supplies used in testing | 30 | 0.04 |  | 60 | 0.08 |
|  | Depreciation of testing equipment | 210 | 0.28 |  | 240 | 0.32 |
|  | Total appraisal costs | 1,800 | 2.40 |  | 2,400 | 3.20 |
|  |  |  |  |  |  |  |
|  | Internal failure costs: |  |  |  |  |  |
|  | Net cost of scrap | 630 | 0.84 |  | 1,125 | 1.50 |
|  | Rework labor | 1,050 | 1.40 |  | 1,500 | 2.00 |
|  | Disposal of defective products | 720 | 0.96 |  | 975 | 1.30 |
|  | Total internal failure costs | 2,400 | 3.20 |  | 3,600 | 4.80 |
|  |  |  |  |  |  |  |
|  | External failure costs: |  |  |  |  |  |
|  | Cost of field servicing | 1,200 | 1.60 |  | 900 | 1.20 |
|  | Warranty repairs | 3,600 | 4.80 |  | 1,050 | 1.40 |
|  | Product recalls | 2,100 | 2.80 |  | 750 | 1.00 |
|  | Total external failure costs | 6,900 | 9.20 |  | 2,700 | 3.60 |
|  |  |  |  |  |  |  |
|  | Total quality cost | $12,000 | 16.00 |  | $10,200 | 13.60 |

**Problem 2B-3** (continued)

2.

**Problem 2B-3** (continued)

3. The overall impact of the company’s increased emphasis on quality over the past year has been positive in that total quality costs have decreased from 16% of sales to 13.6% of sales. Despite this improvement, the company still has a poor distribution of quality costs. The bulk of the quality costs in both years is traceable to internal and external failure, rather than to prevention and appraisal. Although the distribution of these costs is poor, the trend this year is toward more prevention and appraisal as the company has given more emphasis on quality.

Probably due to the increased spending on prevention and appraisal activities during the past year, internal failure costs have increased by one half, going from $2.4 million to $3.6 million. The reason internal failure costs have gone up is that, through increased appraisal activity, defects are being caught and corrected before products are shipped to customers. Thus, the company is incurring more cost for scrap, rework, and so forth, but it is saving huge amounts in field servicing, warranty repairs, and product recalls. External failure costs have fallen sharply, decreasing from $6.9 million last year to just $2.7 million this year.

If the company continues its emphasis on prevention and appraisal—and particularly on prevention—its total quality costs should continue to decrease in future years. Although internal failure costs are increasing for the moment, these costs should decrease in time as better quality is designed into products. Appraisal costs should also decrease as the need for inspection, testing, and so forth decreases as a result of better engineering and tighter process control.

**Problem 2B-4** (60 minutes)

1. An analysis of the company’s quality cost report is presented below:

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | Last Year | | |  | This Year | | | |
|  |  | Amount | Percent\* | |  | | Amount | Percent\* | |
|  | Prevention costs: |  |  |  |  | |  |  |  |
|  | Machine maintenance | $70 | 1.7 | 10.4 |  | | $  120 | 2.5 | 20.3 |
|  | Training suppliers | 0 | 0.0 | 0.0 |  | | 10 | 0.2 | 1.7 |
|  | Quality circles | 0 | 0.0 | 0.0 |  | | 20 | 0.4 | 3.4 |
|  | Total prevention costs | 70 | 1.7 | 10.4 |  | | 150 | 3.1 | 25.4 |
|  |  |  |  |  |  | |  |  |  |
|  | Appraisal costs: |  |  |  |  | |  |  |  |
|  | Incoming inspection | 20 | 0.5 | 3.0 |  | | 40 | 0.8 | 6.8 |
|  | Final testing | 80 | 1.9 | 11.9 |  | | 90 | 1.9 | 15.3 |
|  | Total appraisal costs | 100 | 2.4 | 14.9 |  | | 130 | 2.7 | 22.0 |
|  |  |  |  |  |  | |  |  |  |
|  | Internal failure costs: |  |  |  |  | |  |  |  |
|  | Rework | 50 | 1.2 | 7.5 |  | | 130 | 2.7 | 22.0 |
|  | Scrap | 40 | 1.0 | 6.0 |  | | 70 | 1.5 | 11.9 |
|  | Total internal failure costs | 90 | 2.1 | 13.4 |  | | 200 | 4.2 | 33.9 |
|  |  |  |  |  |  | |  |  |  |
|  | External failure costs: |  |  |  |  | |  |  |  |
|  | Warranty repairs | 90 | 2.1 | 13.4 |  | | 30 | 0.6 | 5.1 |
|  | Customer returns | 320 | 7.6 | 47.8 |  | | 80 | 1.7 | 13.6 |
|  | Total external failure costs | 410 | 9.8 | 61.2 |  | | 110 | 2.3 | 18.6 |
|  |  |  |  |  |  | |  |  |  |
|  | Total quality cost | $670 | 16.0 | 100.0 |  | | $  590 | 12.3 | 100.0 |
|  |  |  |  |  |  | |  |  |  |
|  | Total production cost | $4,200 |  |  |  | | $4,800 |  |  |

\* Percentage figures may not add down due to rounding.

**Problem 2B-4** (continued)

From the above analysis it would appear that Mercury, Inc.’s program has been successful.

* Total quality costs have declined from 16.0% to 12.3% as a percentage of total production cost. In dollar amount, total quality costs went from $670,000 last year to $590,000 this year.
* External failure costs, those costs signaling customer dissatisfaction, have declined from 9.8% of total production costs to 2.3%. These declines in warranty repairs and customer returns should result in increased sales in the future.
* Appraisal costs have increased from 2.4% to 2.7% of total production cost.
* Internal failure costs have increased from 2.1% to 4.2% of production costs. This increase has probably resulted from the increase in appraisal activities. Defective units are now being spotted more frequently before they are shipped to customers.
* Prevention costs have increased from 1.7% of total production cost to 3.1% and from 10.4% of total quality costs to 25.4%. The $80,000 increase is more than offset by decreases in other quality costs.

**Problem 2B-4** (continued)

2. The initial effect of emphasizing prevention and appraisal was to reduce external failure costs and increase internal failure costs. The increase in appraisal activities resulted in catching more defective units before they were shipped to customers. As a consequence, rework and scrap costs increased. In the future, an increased emphasis on prevention should result in a decrease in internal failure costs. And as defect rates are reduced, resources devoted to appraisal can be reduced.

3. To measure the cost of not implementing the quality program, management could assume that sales and market share would continue to decline and then calculate the lost profit. Or, management might assume that the company will have to cut its prices to hang on to its market share. The impact on profits of lowering prices could be estimated.