

Background information given:

Topic: Short-term trading, international accounting, short-term debt financing

Background:

Southampton plc has been negotiating a contract with a potential customer in Russia. Before the negotiation started, the Russian company requested that it should be allowed to make the statement of Southampton. These statements were included the costs of sending the technical staff to Russia. This is the first report under the contract. The company will need information on previous costs under the contract and therefore decided the first strategy was to concentrate on Russia in the UK.

The sales department has proposed the following statement showing that the contract will make a profit if it results for the sales department to produce and estimate an appropriate level of expenditure in the first 12 weeks.

Obviously the management accountant will also be asked to comment on the statement prepared by the sales department. As this order is different and may need to be for other countries in the future the sales manager asked the management accountant to comment on the statement below.

Statement prepared by sales department

Costs including labour of £100,000 (over 12 weeks)	£100,000
Labour (over 12 weeks)	25,000
Overhead (over 12 weeks)	25,000
General overheads (over 12 weeks)	10,000
Administrative charges (over 12 weeks)	25,000
Materials (over 12 weeks)	15,000
Expenditure on machinery (over 12 weeks)	10,000
Total	200,000

After the completion of management accountant prepared a first report. The costs given are summarized below:

Summary from management accountant

Point 1: This report will be found to be incorrect.

Point 2: This report will include £100,000 as costs for goods that have already been received. This is the cost of sending engineers to Russia to help with the negotiations.

Point 3: This is 10% of the cost of expenditure. It is suggested that the expenditure will appear about half the price on the contract. This cost should be included in £100,000 because the expenditure of the contract is completed on time.

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