

Background information given:

Topic: Short-term trading, international accounting, short/medium-term business

Background:

Southampton plc has been negotiating a contract with a potential customer in Russia. Before the negotiation started, the Russian company requested the Russian to prepare 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. These statements were used, unfortunately, the previous contract orders were not profitable even though they showed the great strategy used to commercialise the product in the UK.

The sales department has proposed the following statement showing that the contract will make a profit. It is useful for the sales department to produce and estimate the profitability of an investment in this type of work.

Obviously the management accountant will also be asked to comment under statements prepared by the sales department. As this order is different and may need to a lot more resources at the future the sales manager asked the management accountant to comment on the statement below.

Statement prepared by sales department

Costs including direct £100,000 (cost order)	£100,000
Admin (cost order)	20,000
Overhead (cost order)	20,000
Design (contract cost order)	10,000
Manufacturing charges (cost order)	20,000
Materials (cost order)	10,000
Depreciation on machinery (cost order)	5,000
Total	185,000

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

Summary from management accountant

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

Point 2: This report does include £100,000 of 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 50% of the cost of a shipment. It is suggested that the negotiation will proceed without this cost on the contract. This cost does not include a £5,000 bonus for the shipment of the contract to completed on time.

Southampton Plc Case Answers

J Dewey



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