

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 following information to make the decision of Southampton. These requests were included in the costs of sending the technical staff to Russia. This is the first report under the contract. The company will need information on previous orders and the production and shipping schedule. 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. It is useful for the sales department to produce and estimate the appropriate level of expenditure in the first 12 weeks.

Obviously the management account will also be added to current order statements prepared by the sales department. But this order is different and may need to be for other reasons. In the future the sales manager could be management account to control for the contract order.

Statement prepared by sales department

	£
Costs: including direct at 100,000 (cost order)	100,000
Admin (cost order)	20,000
Production (cost order)	20,000
Design (contract cost order)	10,000
Administrative charges (cost order)	20,000
Materials (cost order)	10,000
Expenditure on machinery (cost order)	10,000
Total	180,000

After the negotiation the management account prepared a profit report. The costs given are management figures.

Statement from management account:

Order 1: This report will be used for the contract.

Order 2: This report will include 100,000 at least the costs that are directly based on the cost of sending requests to Russia to help with the negotiation.

Order 3: This is 100% of the cost of expenditure. It is estimated that the expenditure will exceed what has been on the contract. This cost will be included in 100,000 because for the statement of the contract is completed on time.

Southampton Plc Case Answers

SA Adler



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