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## Current Assets Exercises I

Larry M. Walther; Christopher J. Skousen


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# Larry M. Walther \& Christopher J. Skousen 

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## Problem 1

Andre Sampri Sporting Goods Store purchases sporing goods merchandise on account from various vendors. Below is an invoice from Tennis Wear World.

|  | Tennis Wear World <br> Tennis Clothing <br> High Point, CO |  |
| :--- | :--- | :--- |
| Bill to: <br> Andre Sampri Sporting Goods Store <br> Reno Way, \#1234 <br> Denver, CO | INVOICE |  |


| DELIVERY DATE | INVOICE DATE | F.O.B. POINT | TERMS |
| :---: | :---: | :---: | :---: |
| May $15,20 \times 1$ | May $15,20 \times 1$ | Denver | $2 / 10, \mathrm{n} / 30$ |


| QTY | Description | UNIT <br> PRICE | TOTAL |
| :---: | :--- | ---: | ---: |
| 140 | Super Dry Shirt sport collection | \$ | 75 |
| 25 | Tennis Visor - head wear | 10,500 |  |
| 15 | Summer Fun collection | 10 | $\$$ |

a) Prepare Andre Sampri's journal entries for each of the following transactions, assuming use of a periodic inventory system and the "gross method" of recording:

To record the invoice on May 15.
To record the return of the Summer Fun collection on May 17.
To record the payment of the balance due if payment occurred on May 20.
To record the payment of the balance due if payment occurred on May 30 .
b) Repeat requirement (a) assuming Andre Sampri' uses the periodic inventory system and the "net method" of recording.

## Worksheet 1

a)

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | :--- | :--- |
| May 15 |  |  |  |
|  |  |  |  |
|  | Purchased merchandise on <br> account, terms 2/10,n/30 |  |  |
| May 17 |  |  |  |
|  |  |  |  |
|  | Returned the Summer Fun <br> collection |  |  |
| May 20 |  |  |  |
|  |  |  |  |
|  | Paid invoice, discount taken |  |  |
|  |  |  |  |
| May 30 |  |  |  |
|  |  |  |  |
|  | Paid invoice, discount missed |  |  |

b)

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| May 15 |  |  |  |
|  |  |  |  |
|  | Purchased merchandise on account, terms 2/10,n/30 |  |  |
|  |  |  |  |
| May 17 |  |  |  |
|  |  |  |  |
|  | Returned the Summer Fun collection |  |  |
|  |  |  |  |
| May 20 |  |  |  |
|  |  |  |  |
|  | Paid invoice, discount taken |  |  |
|  |  |  |  |
| May 30 |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | Paid invoice, discount missed |  |  |

## Solution 1

a)

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| May 5 | Purchases | 11,200 |  |
|  | Accounts Payable |  | 11,200 |
|  | Purchased merchandise on <br> account, terms 1/10,n/30 |  |  |
| May 7 | Accounts Payable |  |  |
|  | Purchases Returns \& Allowances |  | 450 |
|  | Returned the Summer Fun <br> collection |  | 450 |
|  |  |  | 10,750 |
| May 10 | Accounts Payable |  |  |
|  | Purchase Discounts |  |  |
|  | Cash |  |  |
|  | Paid invoice, discount taken <br> $((\$ 11,200-\$ 450) \times 2 \% ~=\$ 215)$ |  |  |
|  |  |  | 10,750 |
|  | Accounts Payable |  |  |
|  | Cash |  | 10,750 |
|  | Paid invoice, discount missed |  |  |

b)

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| May 5 | Purchases | 10,976 |  |
|  | Accounts Payable |  | 10,976 |
|  | $\begin{array}{l}\text { Purchased merchandise on } \\ \text { account, terms } 2 / 10, n / 30(\$ 11,200 \\ -(\$ 11,200 \times 2 \%)=\$ 10,976)\end{array}$ |  |  |
|  |  |  | 441 |
|  | Accounts Payable |  |  |
|  | Purchases Returns \& Allowances |  | 441 |
|  | $\begin{array}{l}\text { Returned the Summer Fun } \\ \text { collection (\$450 }-(\$ 450 \times 2 \%))\end{array}$ |  |  |
|  |  |  | 10,535 |
|  | Accounts Payable |  |  |
|  | Cash |  |  |
|  | $\begin{array}{l}\text { Paid invoice, discount taken } \\ (\$ 10,976-\$ 491=\$ 10,535)\end{array}$ |  |  |
|  |  |  | 10,535 |$]$

## Problem 2

Ciwick sells electronic equipment and other basic wiring components to electrical supply dealers across the country. Dealers with "preferred status" receive a $20 \%$ discount off of list price. All sales are on account, and payment terms are $1 / 10, n / 30$.

Sales of \$2,000 and up (large orders) will ship F.O.B. destination. Orders less than \$2,000 (small orders) are always F.O.B. shipping point. However, Ciwick will prepay freight on small orders by "preferred dealers." Otherwise, small orders are shipped freight collect by the common carrier making the delivery. In no event may a customer apply the cash discount terms to freight charges.

Prepare journal entries to record the sale and subsequent collection for each of the following transactions:

| Transaction | Customer <br> Status | List Price | Freight Cost | Date of Sale | Date of <br> Payment |
| :---: | :---: | ---: | ---: | :---: | :---: |
| 1 | Preferred | $\$$ | 3,000 | $\$$ | 250 |
| 2 | Regular | 600 | $60-J u n$ | 11 -Jun |  |
| 3 | Preferred | 1,400 | 90 | 11 -Jun | 22 -Jun |
| 4 | Regular | 4,000 | 400 | 12 -Jun | $19-J u n$ |
| 5 | Regular | 3,600 | 460 | 14 -Jun | $01-J u l$ |
| 6 | Preferred | 4,800 | 360 | $17-J u n$ | $29-J u n$ |

## Worksheet 2

1) 

## GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 05-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 11-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |

2) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 09-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 22-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |

3) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 11-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 22-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |

4) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 12-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 19-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |

5) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 14-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 01 -Jul |  |  |  |
|  |  |  |  |

6) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 17-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 29-Jun |  |  |  |
|  |  |  |  |
|  |  |  |  |

## Solution 2

1) 

| GENERAL JOURNAL |  |  |  |
| :---: | :--- | ---: | ---: |
| Date | Accounts | Debit | Credit |
| 05-Jun | Accounts Receivable | 2,400 |  |
|  | Freight-out | 250 |  |
|  | Cash |  | 250 |
|  | Sales |  | 2,400 |
|  | $\begin{array}{l}\text { Sold merchandise on account for } \\ \$ 2,400, \text { terms F.O.B. destination, } \\ \text { and paid the freight bill of } \$ 250\end{array}$ |  |  |
| 11 -Jun |  |  | 2,376 |$]$



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2)

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| $09-J u n$ | Accounts Receivable | 600 |  |
|  | Sales |  | 600 |
|  | Sold merchandise on account for <br> $\$ 600$, terms F.O.B. shipping point |  |  |
|  |  |  |  |
| $22-J u n$ | Cash | 600 |  |
|  | Accounts Receivable |  | 600 |
|  | Collected invoice amount |  |  |

3) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| 11 -Jun | Accounts Receivable | 1,210 |  |
|  | Cash |  | 90 |
|  | Sales |  | 1,210 |
|  | Sold merchandise on account for <br> \$1,210, terms F.O.B. shipping <br> point, freight prepaid |  |  |
| $22-J u n$ | Cash |  |  |
|  | Accounts Receivable |  |  |
|  | Collected invoice amount plus <br> prepaid freight |  | 1,210 |

4) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| $12-J u n$ | Accounts Receivable | 4,000 |  |
|  | Freight-out | 400 |  |
|  | Cash |  | 400 |
|  | Sales |  | 4,000 |
|  | Sold merchandise on account for <br> $\$ 4,000$, terms F.O.B. destination, <br> and paid the freight bill of $\$ 400$ |  |  |
| $19-J u n$ | Cash | 3,960 |  |
|  | Sales Discounts | 40 |  |
|  | Accounts Receivable |  | 4,000 |
|  | Collected invoice amount less $1 \%$ <br> discount |  |  |

5) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| $14-$ Jun | Accounts Receivable | 3,600 |  |
|  | Freight-out | 460 |  |
|  | Cash |  | 460 |
|  | Sales |  | 3,600 |
|  | Sold merchandise on account for <br> $\$ 3,600$, terms F.O.B. destination, <br> and paid the freight bill of $\$ 460$ |  |  |
| $01-$ Jul | Cash |  |  |
|  | Accounts Receivable | 3,600 |  |
|  | Collected invoice amount |  | 3,600 |

6) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| $17-$ Jun | Accounts Receivable | 3,840 |  |
|  | Freight-out | 360 |  |
|  | Cash |  | 360 |
|  | Sales |  | 3,840 |
|  | Sold merchandise on account for <br> $\$ 1,920$, terms F.O.B. destination, <br> and paid the freight bill of $\$ 180$ |  |  |
| $29-J u n$ |  |  | 3,840 |



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## Problem 3

Hart Dairy produces a variety of specialty ice creams and buys ingredients from many suppliers. Each supplier seems to have unique policies about discounts and freight terms. Hart Dairy records all purchases "gross" and uses a periodic inventory system.

Hart recently hired a new bookkeeper and needs your help to develop a template of sample journal entries for different scenarios. For purposes of preparing the template, assume that the purchase is $\$ 500$ and freight is $\$ 50$.

| Scenario | Cash Discount | Freight Terms | Discount <br> Condition |
| :---: | :---: | :---: | :---: |
| 1 | $2 / 10, \mathrm{n} / 30$ | F.O.B. Shipping point/freight prepaid | taken |
| 2 | $2 / 10, \mathrm{n} / 30$ | F.O.B. Shipping point/freight prepaid | missed |
| 3 | $2 / 10, \mathrm{n} / 30$ | F.O.B. Destination/freight prepaid | taken |
| 4 | $2 / 10, \mathrm{n} / 30$ | F.O.B. Destination/freight prepaid | missed |
| 5 | $2 / 10, \mathrm{n} / 30$ | F.O.B. Shipping point/freight collect | taken |
| 6 | $2 / 10, \mathrm{n} / 30$ | F.O.B. Shipping point/freight collect | missed |

The first scenario is done as an example on the preprinted worksheet. Select from the below accounts to record each journal entry

Cash
Purchases
Accounts Payable
Purchases Discounts
Freight-in

## Worksheet 3

1) 

| GENERAL JOURNAL |  |  |  |
| :---: | :--- | ---: | ---: |
| Date | Accounts | Debit | Credit |
| purchase | Purchases | 500 |  |
|  | Freight-in | 50 |  |
|  | Accounts Payable |  | 550 |
|  | F.O.B. Shipping point/freight <br> prepaid |  |  |
| pay | Accounts Payable | 550 |  |
|  | Purchases Discounts |  | 10 |
|  | Cash |  | 540 |
|  | discount taken |  |  |

2) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | :--- | :--- |
| purchase |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | F.O.B. Shipping point/freight <br> prepaid |  |  |
| pay |  |  |  |
|  |  |  |  |
|  | discount missed |  |  |

3) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| purchase |  |  |  |
|  | Accounts Payable |  |  |
|  | F.O.B. Destination/freight prepaid |  |  |
|  |  |  |  |
| pay |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | discount taken |  |  |

4) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | :--- | :--- |
| purchase |  |  |  |
|  |  |  |  |
|  | F.O.B. Destination/freight prepaid |  |  |
|  |  |  |  |
| pay |  |  |  |
|  |  |  |  |
|  | discount missed |  |  |

5) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | :--- | :--- |
| purchase |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | F.O.B. Shipping point/freight collect |  |  |
| pay |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | discount taken |  |  |

6) 

## GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | :--- | :--- |
| purchase |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | F.O.B. Shipping point/freight collect |  |  |
|  |  |  |  |
| pay |  |  |  |
|  |  |  |  |
|  | discount missed |  |  |

## Solution 3

1) 

| GENERAL JOURNAL |  |  |  |
| :---: | :--- | ---: | ---: |
| Date | Accounts | Debit | Credit |
| purchase | Purchases | 500 |  |
|  | Freight-in | 50 |  |
|  | Accounts Payable |  | 550 |
|  | F.O.B. Shipping point/freight <br> prepaid |  |  |
| pay | Accounts Payable | 550 |  |
|  | Purchases Discounts |  | 10 |
|  | Cash |  | 540 |
|  | discount taken |  |  |



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2)

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| purchase | Purchases | 500 |  |
|  | Freight-in | 50 |  |
|  | Accounts Payable |  | 550 |
|  | F.O.B. Shipping point/freight <br> prepaid |  |  |
| pay | Accounts Payable | 550 |  |
|  | Cash |  | 550 |
|  | discount missed |  |  |

3) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| purchase | Purchases | 500 |  |
|  | Accounts Payable |  | 500 |
|  | F.O.B. Destination/freight prepaid |  |  |
|  |  |  |  |
| pay | Accounts Payable | 500 |  |
|  | Purchases Discounts |  | 10 |
|  | Cash |  | 490 |
|  | discount taken |  |  |

4) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| purchase | Purchases | 500 |  |
|  | Accounts Payable |  | 500 |
|  | F.O.B. Destination/freight prepaid |  |  |
|  |  |  |  |
| pay | Accounts Payable | 500 |  |
|  | Cash |  | 500 |
|  | discount missed |  |  |

5) 

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| purchase | Purchases | 500 |  |
|  | Freight-in | 50 |  |
|  | Cash |  | 50 |
|  | Accounts Payable |  | 500 |
|  | F.O.B. Shipping point/freight collect |  |  |
|  |  |  |  |
| pay | Accounts Payable | 500 |  |
|  | Purchases Discounts |  | 10 |
|  | Cash |  | 490 |
|  | discount taken |  |  |

6) 

## GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :--- | ---: | ---: |
| purchase | Purchases | 500 |  |
|  | Freight-in | 50 |  |
|  | Cash |  | 50 |
|  | Accounts Payable |  | 500 |
|  | F.O.B. Shipping point/freight collect |  |  |
|  |  |  |  |
| pay | Accounts Payable | 500 |  |
|  | Cash |  | 500 |
|  | discount missed |  |  |

## Problem 4

Partial information follows about net sales, net purchases, cost of goods sold, gross profit, total expenses, and net income for Jensen Company. Compute the missing values.
NET SALES
Sales \$2,400,000
Sales discounts60,000
Sales returns and allowances ..... ?
Net sales ..... 2,205,000
NET PURCHASES
Purchases ..... \$1,200,000
Freight-in ..... 60,000
Purchases discounts ..... ?
Purchases returns and allowances ..... 7,500
Net purchases ..... 1,240,500
COST OF GOODS SOLD
Beginning inventory ..... \$256,200
Ending inventory ..... 223,500
Cost of goods sold ..... ?
GROSS PROFIT
Gross profit ..... ?
TOTAL EXPENSES

| Rent | $\$ 108,000$ |
| :--- | ---: |
| Salaries | 437,100 |
| Utilities | 36,900 |
| Freight-out | $?$ |
| Other | 72,300 |
| Total expenses | 726,600 |

## NET INCOME

Net income ..... ?

## Worksheet 4

| Sales |  |  |  | \$ 2,400,000 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Less: | Sales discounts | \$ | 60,000 |  |  |
|  | Sales returns and allowances |  | 45,000 |  | 105,000 |
| Net sales |  |  |  | \$ | 2,295,000 |

## "I studied English for 16 years but... ...I finally learned to speak it in just six lessons" Jane, Chinese architect



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## Solution 4

| Sales |  |  |  | \$ | 2,400,000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Less: | Sales discounts | \$ | 60,000 |  |  |
|  | Sales returns and allowances |  | 45,000 |  | 105,000 |
| Net sales |  |  |  | \$ | 2,295,000 |
| Purchases |  |  |  | \$ | 1,200,000 |
| Plus: | Freight-in |  |  |  | 60,000 |
|  |  |  |  | \$ | 1,260,000 |
| Less: | Purchase discounts | \$ | 4,000 |  |  |
|  | Purchase returns and allowances |  | 7,500 |  | 11,500 |
| Net purchases |  |  |  | \$ | 1,248,500 |
| Beginning inventory, Jan. 1 |  |  |  | \$ | 256,200 |
| Net purchases |  |  |  |  | 1,248,500 |
| Goods available for sale |  |  |  | \$ | 1,504,700 |
|  | Ending inventory, Dec. 31 |  |  |  | 223,500 |
| Cost of goods sold |  |  |  | \$ | 1,281,200 |
| Net sales |  |  |  | \$ | 2,295,000 |
| Cost of goods sold |  |  |  |  | 1,281,200 |
| Gross profit |  |  |  | \$ | 1,013,800 |
| Rent |  |  |  | \$ | 108,000 |
| Salaries |  |  |  |  | 437,100 |
| Utilities |  |  |  |  | 36,900 |
| Freight-out |  |  |  |  | 72,300 |
| Other |  |  |  |  | 72,300 |
| Total expenses |  |  |  | \$ | 726,600 |
| Gross profit |  |  |  | \$ | 1,013,800 |
| Total expenses |  |  |  |  | 726,600 |
| Net income |  |  |  | \$ | 287,200 |

## Problem 5

Blacksmith Hardware Company provides the following alphabetic list of accounts and their respective balances. All accounts have normal balances, and income statement account balances are for the year ending December 31, 20X5. A physical count of merchandise inventory on hand at year end revealed a balance of $\$ 1,386,950$. Use this information to prepare a comprehensive income statement.

| Accounts payable | 331,995 |
| :--- | ---: |
| Accounts receivable | 414,450 |
| Accumulated depreciation | 832,770 |
| Beginning inventory, Jan. 1 | $1,224,780$ |
| Capital stock | 720,000 |
| Cash | 127,210 |
| Depreciation expense | 329,950 |
| Dividends | 60,000 |
| Equipment | $1,622,780$ |
| Freight-in | 217,205 |
| Freight-out | 17,830 |
| Insurance expense | 43,500 |
| Marketing expense | 559,955 |
| Purchase discounts | 8,940 |
| Purchase returns \& allowances | 33,325 |
| Purchases | $2,167,215$ |
| Rent expense | 211,675 |
| Retained earnings, Jan. 1 | 121,635 |
| Salaries expense | $1,169,990$ |
| Salaries payable | 49,775 |
| Sales | $4,889,660$ |
| Sales discounts | 44,085 |
| Sales returns and allowances | 69,990 |
| Utilities expense | 94,435 |

## Worksheet 5

$\left.\begin{array}{|cc|}\hline \text { BLACKSMITH HARDWARE COMPANY } \\ \text { Income Statement } \\ \text { For the Year Ending December 31, 20X5 }\end{array}\right]$

## Solution 5

## BLACKSMITH HARDWARE COMPANY <br> Income Statement <br> For the Year Ending December 31, $20 \times 5$

## Revenues



## Problem 6

Everything Electrical sales custom electrical fittings. Following is the corporation's income statement. Use this statement to prepare closing entries. No dividends were declared during the period.

## EVERYTHING ELECTRICAL INC. <br> Income Statement <br> For the Year Ending December 31, 20X4

## Revenues



## Worksheet 6

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| Dec. 31 |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
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## Solution 6

## GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| Dec. 31 | Sales | 1,775,308 |  |
|  | Purchase Discounts | 7,002 |  |
|  | Purchase Returns and Allowances | 38,018 |  |
|  | Inventory | 398,110 |  |
|  | Income Summary |  | 2,218,438 |
|  | To close income statement accounts with a credit balance, and establish ending inventory balance |  |  |
|  |  |  |  |
| Dec. 31 | Income Summary | 2,064,910 |  |
|  | Sales Discounts |  | 9,334 |
|  | Sales Returns and Allowances |  | 19,760 |
|  | Purchases |  | 1,186,712 |
|  | Freight-in |  | 42,180 |
|  | Salaries Expense |  | 376,000 |
|  | Insurance Expense |  | 18,304 |
|  | Utilities Expense |  | 15,520 |
|  | Freight-out |  | 4,868 |
|  | Depreciation Expense |  | 27,546 |
|  | Inventory |  | 364,686 |
|  | To close income statement accounts with a debit balance, and remove the beginning inventory balance |  |  |
|  |  |  |  |
| Dec. 31 | Income Summary | 153,528 |  |
|  | Retained Earnings |  | 153,528 |
|  | To close Income Summary to retained earnings |  |  |

## Problem 7

McEnroe Corporation and Edberg Corporation each sell tennis equipment. McEnroe Corporation's strategy is to focus on selling quality units at the best possible prices, while attempting to minimize selling, general, and administrative expenses (SG\&A). Edberg Corporation has concluded that many customers will differentiate more on brand than quality, and is promoting its inferior goods with a significant marketing campaign.

Study each company's income statement below, and calculate the respective proportion of sales returns, the gross profit margin, and the net profit on sales. Both companies are subject to a $30 \%$ tax rate. Assuming no change in SG\&A, which company would experience the biggest increase in profit from a $10 \%$ increase in net sales? Which company would experience the biggest decline in profit from a $10 \%$ decrease in net sales?


| $\begin{array}{c}\text { McENROE CORPORATION } \\ \text { Income Statement }\end{array}$ |  |  |  |
| :--- | ---: | ---: | :---: |
| For the Year Ending December 31, 20X6 |  |  |  |$]$


| $\begin{array}{c}\text { BORG CORPORATION } \\ \text { Income Statement }\end{array}$ |
| :--- | ---: | ---: |
| For the Year Ending December 31, 20X6 |$]$

## Worksheet 7

## McEnroe Corporation

Sales returns rate
Gross profit margin
Net profit margin

## Borg Corporation

Sales returns rate
Gross profit margin
Net profit margin

10\% decrease in net sales
Net sales (\$2,780,874 X 90\%)
Cost of goods sold
Gross profit (net sales $X$ gross profit margin)
SG\&A
Income before taxes
Income tax expense (30\%)
Net income
\$
\$

## \$

\$

McEnroe
\$
\$
\$
$\xlongequal{\$}$
\$
Borg

## $\mathbf{1 0 \%}$ increase in net sales

N

Cost of goods sold
Gross profit (net sales $X$ gross profit margin)
SG\&A
Income before taxes
Income tax expense (30\%)
Net income
$\qquad$
\$

## \$

\$

## Solution 7

## McEnroe Corporation

Sales returns rate
Gross profit margin
Net profit margin

| $(\$ 56,754 \div \$ 2,837,628)$ | $2,00 \%$ |
| :--- | ---: |
| $(\$ 652,653 \div \$ 2,780,874)$ | $23,47 \%$ |
| $(\$ 110,357 \div \$ 2,780,874)$ | $3,97 \%$ |

## Borg Corporation

Sales returns rate
Gross profit margin
Net profit margin

| $(\$ 176,754 \div \$ 2,957,628)$ | $5,98 \%$ |
| :--- | ---: |
| $(\$ 1,529,481 \div \$ 2,780,874)$ | $55,00 \%$ |
| $(\$ 110,357 \div \$ 2,780,874)$ | $3,97 \%$ |

Intuitively, the company with the highest gross profit rate (Borg) would benefit more from an increase in sales (assuming SG\&A is not changing). Conversely, Borg will suffer more from a decline in sales. Below is a comparison of effects:


|  | McEnroe |  | Borg |  |
| :---: | :---: | :---: | :---: | :---: |
| 10\% increase in net sales |  |  |  |  |
| Net sales (\$2,780,874 X 110\%) | \$ | 3,058,961 | \$ | 3,058,961 |
| Cost of goods sold |  | 2,341,043 |  | 1,376,532 |
| Gross profit (net sales X gross profit margin) | \$ | 717,918 | \$ | 1,682,429 |
| SG\&A |  | 495,000 |  | 1,371,828 |
| Income before taxes | \$ | 222,918 | \$ | 310,601 |
| Income tax expense (30\%) |  | 66,875 |  | 93,180 |
| Net income | \$ | 156,043 | \$ | 217,421 |
|  |  |  |  |  |
| 10\% decrease in net sales |  |  |  |  |
| Net sales (\$2,780,874 X 90\%) | \$ | 2,502,787 | \$ | 2,502,787 |
| Cost of goods sold |  | 1,915,399 |  | 1,126,254 |
| Gross profit (net sales X gross profit margin) | \$ | 587,388 | \$ | 1,376,533 |
| SG\&A |  | 495,000 |  | 1,371,828 |
| Income before taxes | \$ | 92,388 | \$ | 4,705 |
| Income tax expense (30\%) |  | 27,716 |  | 1,411 |
| Net income | \$ | 64,671 | \$ | 3,293 |

## Problem 8

Timeless Time Clock Shop reported the following merchandising-related transactions during April. Timeless Time Clock records all purchases "gross" and credit terms are precisely followed on both purchases and sales.

Prepare journal entries to record each transaction.

| 03-apr | Purchased $\$ 2,000$ of clocks on account from Tic Toc Time, F.O.B. destination, terms 1/10, n/30. |
| :---: | :---: |
| 05-apr | Sold a $\$ 750$ clock to Harold Lee on account, terms 2/10, n/eom. The customer picked up the clock from the shop. |
| 09-apr | Paid the amount due for the purchase of April 3. |
| 11-apr | Purchased $\$ 4,000$ of clocks on account from Creighton Clockworks, F.O.B. shipping point, terms $2 / 10, n / 30$. Freight charges of $\$ 230$ were prepaid by Creighton and added to the invoice. No discount is permitted on the freight charges. |
| 19-apr | Sold a $\$ 1,750$ clock on account, terms $2 / 10$, n/eom. Timeless sold the clock F.O.B. destination, and paid the freight charges of $\$ 165$. |
| 23-apr | The customer of April 19 called to report that the clock was received damaged. An agreement was reached to reduce the invoice by $20 \%$. |
| 27-apr | Paid Creighton Clockworks for the purchase of April 11. |
| 27-apr | Harold Lee paid for the purchase of April 5. |
| 28-apr | The customer of April 19 paid the balance due. |



## Worksheet 8

GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 03-Apr |  |  |  |
|  |  |  |  |
|  | Purchased clocks on account, terms $1 / 10, n / 30$ |  |  |
|  |  |  |  |
| 05-Apr |  |  |  |
|  |  |  |  |
|  | Sold clock on account, terms 2/10, n/eom |  |  |
|  |  |  |  |
| 09-Apr |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | Paid for the puchase of April 3, taking the 1\% discount |  |  |
|  |  |  |  |
| 11-Apr |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | Received bill for cost of supplies |  |  |
|  |  |  |  |
| 19-Apr |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | Sold clock on account, 2/10, n/ eom, F.O.B. destination |  |  |
|  |  |  |  |
| 23-Apr |  |  |  |
|  |  |  |  |
|  | Reduced balance due from customer on account of damage |  |  |
|  |  |  |  |
| 27-Apr |  |  |  |
|  |  |  |  |
|  | Paid the full amount due for the purchase of April 11 |  |  |


|  |  |  |  |
| :---: | :--- | :--- | :--- |
| 27-Apr |  |  |  |
|  |  |  |  |
|  | Collected the amount due for the <br> sale on April 5 |  |  |
|  |  |  |  |
| $28-$ Apr |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | Collected remaining amount for <br> April 19 sale, less 2\% discount |  |  |




## Solution 8

## GENERAL JOURNAL

| Date | Accounts | Debit | Credit |
| :---: | :---: | :---: | :---: |
| 03-Apr | Purchases | 2,000 |  |
|  | Accounts Payable |  | 2,000 |
|  | Purchased clocks on account, terms $1 / 10, n / 30$ |  |  |
|  |  |  |  |
| 05-Apr | Accounts Receivable | 750 |  |
|  | Sales |  | 750 |
|  | Sold clock on account, terms 2/10, n/eom |  |  |
|  |  |  |  |
| 09-Apr | Accounts Payable | 2,000 |  |
|  | Purchases Discounts |  | 20 |
|  | Cash |  | 1,980 |
|  | Paid for the puchase of April 3, taking the 1\% discount |  |  |
|  |  |  |  |
| 11-Apr | Purchases | 4,000 |  |
|  | Freight-in | 230 |  |
|  | Accounts Payable |  | 4,230 |
|  | Received bill for cost of supplies |  |  |
|  |  |  |  |
| 19-Apr | Accounts Receivable | 1,750 |  |
|  | Freight-out | 165 |  |
|  | Sales |  | 1,750 |
|  | Cash |  | 165 |
|  | Sold clock on account, 2/10, n/ eom, F.O.B. destination |  |  |
|  |  |  |  |
| 23-Apr | Sales Returns and Allowances | 350 |  |
|  | Accounts Receivable |  | 350 |
|  | Reduced balance due from customer on account of damage |  |  |
|  |  |  |  |
| 27-Apr | Accounts Payable | 4,230 |  |
|  | Cash |  | 4,230 |
|  | Paid the full amount due for the purchase of April 11 |  |  |


|  |  |  |  |
| :--- | :--- | ---: | ---: |
| $27-\mathrm{Apr}$ | Cash | 750 |  |
|  | Accounts Receivable |  | 750 |
|  | Collected the amount due for the <br> sale on April 5 |  |  |
| $28-\mathrm{Apr}$ | Cash |  |  |
|  | Sales Discounts | 1,372 |  |
|  | Accounts Receivable | 28 |  |
|  | Collected remaining amount for <br> April 19 sale, less 2\% discount |  | 1,400 |



