## LCCI International Qualifications

## Cost Accounting Level 3

Model Answers
Series 22009 (3016)

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## Series 22009

## How to use this booklet

Model Answers have been developed by EDI to offer additional information and guidance to Centres, teachers and candidates as they prepare for LCCI International Qualifications. The contents of this booklet are divided into 3 elements:
(1) Questions - reproduced from the printed examination paper
(2) Model Answers - summary of the main points that the Chief Examiner expected to see in the answers to each question in the examination paper, plus a fully worked example or sample answer (where applicable)
(3) Helpful Hints - where appropriate, additional guidance relating to individual questions or to examination technique

Teachers and candidates should find this booklet an invaluable teaching tool and an aid to success.
EDI provides Model Answers to help candidates gain a general understanding of the standard required. The general standard of model answers is one that would achieve a Distinction grade. EDI accepts that candidates may offer other answers that could be equally valid.

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## QUESTION 1

A company, which produces a single product and uses a standard costing system, has prepared the following budgeted information for month 1

Sales volume $\quad 1,000$ units
Selling price £80 per unit
Production 1,050 units
Direct material cost per unit £5 per unit
Direct labour cost per unit
Variable production overhead cost per unit Fixed production overhead cost per unit
$£ 2$ per unit
£25 per unit

Fixed and variable overheads are absorbed at a predetermined rate based on production unit output. No stocks existed at the start of month 1.

Actual sales, production and costs relating to the period were as follows:

Sales volume
Revenue from sales
Production
Direct material, purchased and used.
Direct labour
Variable production overhead
Fixed production overhead

900 units
£76,500
1,100 units
£6,000
£5,600
£2,800
£28,250

## REQUIRED

(a) Calculate for month 1:
(i) the budgeted gross profit
(ii) the actual gross profit.
(b) Calculate the following variances:
(i) sales price
(ii) sales volume profit
(iii) total direct material
(iv) total direct labour
(v) total variable production overhead
(vi) fixed production overhead expenditure
(vii) fixed production overhead volume
(c) Reconcile the budgeted gross profit with the actual gross profit using the variances calculated in part (b).

## MODEL ANSWER TO QUESTION 1

(a) Budgeted Gross profit
$\begin{array}{lr}\text { (i) Sales }(1,000 \times £ 80) & 80,000\end{array}$
Production costs $(1,000 \times £ 38) \quad \underline{38,000}$
Gross Profit $\underline{\underline{42,000}}$

## Workings

Standard production cost per unit $=(5+6+2+25)=£ 38$
(ii) Actual gross profit

## Sales

£
Direct material 6,000
Direct labour $\quad 5,600$
Variable production overheads 2,800
Fixed production overheads $\underline{\underline{28,250}}$
42,650
Less closing stock
7,600
Production cost of sales
35,050
Gross profit

## Workings

Closing stock $(1,100-900) \times £ 38=£ 7,600$
(b) Variances

| (i) | Sales price | $(900 \times £ 80)-£ 76,500$ | $\mathbf{4 , 5 0 0 F}$ |
| :--- | :--- | :--- | ---: |
| (ii) | Sales volume profit | $(1,000-900) \times(£ 42,000 / 1,000)$ | $\mathbf{4 , 2 0 0 A}$ |
| (iii) | Direct material | $(1,100 \times £ 5)-£ 6,000$ | $\mathbf{5 0 0 A}$ |
| (iv) | Direct labour | $(1,100 \times £ 6)-£ 5,600$ | $\mathbf{1 , 0 0 0 F}$ |
| (v) | Variable overhead | $(1,100 \times £ 2)-£ 2,800$ | $\mathbf{6 0 0 A}$ |
| (vi) | Fixed o/h expenditure | $(1,050 \times £ 25)-£ 28,250$ | $\mathbf{2 , 0 0 0 A}$ |
| (vii) | Fixed o/h volume | $(1,050-1,100) \times £ 25$ | $\mathbf{1 , 2 5 0 F}$ |

(c) Profit Reconciliation
Budgeted profit 42,000

Sales variances:

| Sales price | $4,500 F$ |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Sales volume profit | $\underline{4,200 \mathrm{~A}}$ | 300 F |  |
| Cost variances: | 500 A |  |  |
| Direct material | $1,000 \mathrm{~F}$ |  |  |
| Direct labour | 600 A |  |  |
| Variable overhead | $2,000 \mathrm{~A}$ |  |  |
| Fixed o/h expenditure | $\underline{1,250 F}$ | $\underline{850 \mathrm{~A}}$ | $\underline{550 \mathrm{~A}}$ |
| Fixed o/h volume |  |  | $\underline{41,450}$ |

## QUESTION 2

Makit Ltd purchases a number of different components from an outside supplier. The following information relates to three of these components.

## Component X

Daily usage varies between 100 and 120 units
Lead time for delivery varies between 7 and 13 days
Order quantity is 2,500 units.

## Component $\mathbf{Y}$

Annual usage is 2,500 units (evenly distributed through the year)
Cost of component is $£ 8$ per unit
Ordering costs are $£ 48$ per order
Stock holding costs are $12 \%$ of the component cost per annum
No safety stock is held.

## Component Z

Balance in stores is currently 2,500 units
Stock on order is 4,000 units
Allocated stock is 1,100 units.

## REQUIRED

(a) For component $X$ calculate:
(i) the reorder level
(ii) the minimum and maximum stock control levels.
(b) For component Y calculate:
(i) the economic order quantity
(ii) the total annual cost (if orders are placed in this quantity).
(c) For component Z, calculate the free stock currently available.
(d) Briefly explain the meaning of:
(i) Reorder level
(ii) Allocated stock
(iii) Free stock.

## MODEL ANSWER TO QUESTION 2

(a) Component X
(i) Re-order level

$$
\text { = Maximum usage } x \text { maximum lead time }
$$

$$
=120 \times 13=
$$

1,560 units
(ii) Minimum stock control level
$=$ Re-order level - (average usage $\times$ average lead time)
$=1,560-(110 \times 10)=\quad 460$ units

Maximum stock control level
$=$ Re-order level - (minimum usage $x$ minimum lead time)

+ re-order quantity
$=1,560-(100 \times 7)+2,500=3,360$ units
(b) Component $\mathbf{Y}$
(i) Economic order quantity

$$
\begin{aligned}
\mathrm{EOQ} & =\sqrt{\frac{2 \times \mathrm{Co} \times \mathrm{D}}{\mathrm{Ch}}} \\
& =\sqrt{\frac{2 \times 2,500 \times 48}{8 \times 0.12}} \\
& =500 \text { units }
\end{aligned}
$$

(ii) Total annual cost

| Ordering costs | $(2,500 / 500) \times £ 48$ | $=$ | 240 |
| :--- | :--- | :--- | ---: |
| Stock holding costs | $(500 / 2) \times £ 8 \times 0.12$ | $=$ | 240 |
| Cost of components | $2,500 \times £ 8$ | $=$ | $\underline{\mathbf{2 0 , 0 0 0}}$ |
| Total annual cost |  |  | $\underline{\mathbf{2 0 , 4 8 0}}$ |

(c) Component Z

## Free stock

$$
\begin{aligned}
& =\quad \text { Stock balance }- \text { allocated stock }+ \text { stock on order } \\
& =\quad 2,500-1,100+4,000 \\
& =\quad \mathbf{5 , 4 0 0} \text { units }
\end{aligned}
$$

(d) (i) Re-order level

The stock level at which the business re-orders more items.
(ii) Allocated stock

Stock that has been scheduled for use.
(iii) Free stock

Stock that is available for reservation or allocation, (or immediate issue from stock, without prior reservation, provided there is physical stock in stores).

## QUESTION 3

A company manufactures and sells a single product. The following information is available for the period April to September year 9.

## Sales:

The budgeted sales, in units, are as follows:

| April | May | June | July | August | September |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 960 | 1040 | 1080 | 1120 | 1120 | 1080 |

The standard selling price is $£ 12.50$ per unit. $40 \%$ of the sales are expected to be cash sales with the remaining customers allowed one month's credit. It is estimated that $5 \%$ of credit customers will be bad debts.

## Production:

The company manufactures $75 \%$ of the budgeted sales during the month before sale and the remaining $25 \%$ in the month of sale.

## Costs:

(1) Direct materials will be $£ 5$ per unit of finished product. Materials will be purchased in the month prior to their use in production, and paid for in the month following purchase.
(2) Direct labour will be paid at a rate of $£ 2$ per unit of finished product, payable in the month of production. A bonus payment of $£ 1$ per unit will be paid on all additional monthly production in excess of 1000 units, paid in the month following production.
(3) Fixed production overheads of $£ 20,000$, including depreciation of $£ 6,800$, are budgeted for the year ahead. These are budgeted to be the same each month and, apart from depreciation, are payable in the month they are incurred.
(4) Variable selling expenses are expected to be $£ 1.50$ per unit payable in the month of sale.
(5) Fixed administration overheads of $£ 6,000$ for the year ahead are budgeted to be the same per month and payable in the month they are incurred.

## Cash:

The company expect to have a bank overdraft balance of $£ 2,500$ at the start of May year 9 .

## REQUIRED

Prepare the following budgets for each of months May to July:
(a) Production (units).
(b) Material purchases (£s).
(c) Labour cost.
(d) Cash.

## MODEL ANSWER TO QUESTION 3

(a) Production Budget

|  | April | May | June | July | Aug | Sept |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales (units) | $\underline{960}$ | $\underline{1,040}$ | $\underline{1,080}$ | $\underline{1,120}$ | $\underline{1,120}$ | $\underline{1,080}$ |
| Production (units) |  |  |  |  |  |  |
| $75 \%$ of following month's sales | 780 | 810 | 840 | 840 | 810 |  |
| $25 \%$ of current month's sales | $\underline{240}$ | $\underline{260}$ | $\underline{270}$ | $\underline{280}$ | $\underline{280}$ |  |
| Production budget | $\underline{1,020}$ | $\underline{1,070}$ | $\underline{1,110}$ | $\underline{1,120}$ | $\underline{1,090}$ |  |

(b) Material Purchases Budget

Material purchases (production units)
Material purchases budget (£)
(c) Labour Cost Budget

| Production output (units) |  |
| :--- | :--- |
| Basic cost | (@£2 per unit) |
| Bonus cost | (@£1 per unit in |
|  | excess of 1000 units |


| $\frac{1,070}{2,140}$ | $\frac{1,110}{2,220}$ | $\frac{1,120}{2,240}$ |
| ---: | ---: | ---: |
| $\frac{70}{\mathbf{2 , 2 1 0}}$ | $\underline{110}$ | $\underline{\mathbf{2 , 3 3 0}}$ |

(d) Cash Budget

## Receipts

Sales
Payments

| Material | 5,350 | 5,550 | 5,600 |
| :--- | ---: | ---: | ---: |
| Labour | 2,160 | 2,290 | 2,350 |
| Fixed production overheads | 1,100 | 1,100 | 1,100 |
| Variable selling expenses | 1,560 | 1,620 | 1,680 |
| Fixed administration overheads | $\underline{500}$ | $\underline{5000}$ | $\underline{500}$ |
|  | $\underline{11,060}$ | $\underline{11,230}$ |  |
| Net cash flow | 1,370 | 1,750 | 2,065 |
| Opening bank balance | $\underline{(2,500})$ | $\underline{(1,130})$ | $\underline{620}$ |
| Closing bank balance | $\underline{1,130})$ | $\underline{620}$ | $\underline{\underline{1,685}}$ |

## Cash budget workings

Receipts - Sales

|  | Sales(£) |  | Receipts(£) |  | Total (£) |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Cash | Credit <br> $(60 \%)$ | Bad debts <br> $(5 \%)$ |  |
| April | 12,000 |  |  |  |  |
| May | 13,000 | 5,200 | 7,200 | $(360)$ | $\mathbf{1 2 , 0 4 0}$ |
| June | 13,500 | 5,400 | 7,800 | $(390)$ | $\mathbf{1 2 , 8 1 0}$ |
| July | 14,000 | 5,600 | 8,100 | $(405)$ | $\mathbf{1 3 , 2 9 5}$ |

## MODEL ANSWER TO QUESTION 3 CONTINUED

Cash budget workings continued

## Payments - Materials

|  | Purchases $(\mathbf{£})$ | Payments(£) |
| :--- | :---: | :---: |
| April | $5,350(1,070 \times 5)$ |  |
| May | 5,550 | $\mathbf{5 , 3 5 0}$ |
| June | 5,600 | $\mathbf{5 , 5 5 0}$ |
| July | 5,450 | $\mathbf{5 , 6 0 0}$ |

Payments - Labour

| April | 1,020 |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| May | 1,070 | 2,140 | 20 | $\mathbf{2 , 1 6 0}$ |
| June | 1,110 | 2,220 | 70 | $\mathbf{2 , 2 9 0}$ |
| July | 1,120 | 2,240 | 110 | $\mathbf{2 , 3 5 0}$ |


| Payments - Fixed production overheads |  |
| :--- | ---: |
| Total overheads | 20,000 |
| Less depreciation | $\underline{6,800}$ |
| Payment per year | 13,200 |
| Payment per month | $\mathbf{1 , 1 0 0}$ |

Payments - Variable selling expenses
Sales (units)

## May

1,040
Expense (£)

June
1,080
1,560

July
1,120
1,620
1,680

## QUESTION 4

Quality Products Ltd, which produces a single component for the motor industry, has just completed its first year of trading. The summary profit and loss account for the year, prepared on the absorption costing basis, is set out below:

|  | $\mathbf{£}$ | $\mathbf{£}$ |
| :--- | ---: | :---: |
| Sales |  | 190,000 |
| Production cost of sales: |  |  |
| Cost of production: | 32,000 |  |
| Direct material | 41,000 |  |
| Direct labour | 22,000 |  |
| Variable overhead | $\underline{33,000}$ | $\underline{128,000}$ |
| Fixed overhead | $\underline{6,400}$ | 68,400 |
| Less closing stock |  |  |
| Gross profit |  |  |
| Selling and administration costs: | $\underline{3,800}$ |  |
| Variable |  | $\underline{32,300}$ |
| Fixed |  |  |

10,000 units were manufactured in the first year and 9,500 units were sold.

Budgeted data for the second year of trading is as follows:

| Sales units | 10,600 |
| :--- | :--- |
| Production units | 11,000 |
| Selling price | $£ 22.00$ per unit |
| Direct material | $£ 3.40$ per unit |
| Direct labour ( 0.50 hours @ $£ 9$ per hour) | $£ 4.50$ per unit |
| Variable production overheads absorbed @ | $£ 4.50$ per direct labour hour |
| Fixed production overheads | $£ 35,200$ |
| Variable selling and administration costs | $£ 4,400$ |
| Fixed selling and administration costs | $£ 33,000$ |

## REQUIRED

(a) Prepare a budgeted profit and loss account for Year 2 using the:
(i) Absorption costing basis
(ii) Marginal costing basis.
(b) Explain the difference between the profits calculated in part (a). Your explanation should be supported with calculations.

## MODEL ANSWER TO QUESTION 4

(a) (i) Budgeted Profit and Loss Account, Year 2 - Absorption costing basis

|  | $£$ | £ |
| :---: | :---: | :---: |
| Sales |  | 233,200 |
| Production cost of sales |  |  |
| Cost of production |  |  |
| Direct material | 37,400 |  |
| Direct labour | 49,500 |  |
| Variable overheads | 24,750 |  |
| Fixed overheads | 35,200 |  |
|  | 146,850 |  |
| Add opening stock | 6,400 |  |
| Less closing stock | 12,015 |  |
|  |  | 141,235 |
| Gross profit |  | 91,965 |
| Selling and admin costs: |  |  |
| Variable | 4,400 |  |
| Fixed | 33,000 |  |
|  |  | 37,400 |
| Net profit |  | 54,565 |
| Workings: |  |  |
| Closing Stock (units) |  |  |
| Opening stock (10,000-9,500) | 500 |  |
| Add production | 11,000 |  |
| Less sales | 10,600 |  |
| Closing stock (units) | 900 |  |
| Closing stock (valuation) |  |  |
| = £146,850 x $900 / 11,000$ | £12,015 |  |

(ii) Budgeted Profit and Loss Account Year 2 - Marginal costing basis

|  | $£$ | £ |
| :---: | :---: | :---: |
| Sales |  | 233,200 |
| Variable cost of sales |  |  |
| Direct material | 37,400 |  |
| Direct labour | 49,500 |  |
| Variable overheads | 24,750 |  |
|  | 111,650 |  |
| Add opening stock | 4,750 |  |
| Less closing stock | 9,135 |  |
| Production cost of sales | 107,265 |  |
| Selling and admin costs | 4,400 |  |
|  |  | 111,665 |
| Contribution |  | 121,535 |
| Fixed costs |  |  |
| Production overheads | 35,200 |  |
| Selling and admin costs | 33,000 |  |
|  |  | 68,200 |
| Net profit |  | 53,335 |

## Workings

Opening Stock $=£ 95,000 \times 500 / 10,000=£ 4,750$
Closing Stock $=£ 111,650 \times 900 / 11,000=£ 9,135$

## MODEL ANSWER TO QUESTION 4 CONTINUED

(b) The difference in profits is due to the different values of both opening and closing stock. Under the absorption method the fixed production overhead is carried forward in the value of the opening and closing stock whereas in the marginal method it is not.

| Reconciliation of profits | $\boldsymbol{£}$ |
| :--- | ---: |
| Absorption profit | 54,565 |
| Less fixed element in closing stock | 2,880 |
| Add fixed element in opening stock | $\underline{1,650}$ |
| Marginal profit | $\underline{53,335}$ |

## Workings

$$
\begin{aligned}
\text { Fixed element (closing stock) } & =£ 35,200 \times 900 / 11,000 \\
& =£ 2,880
\end{aligned}
$$

Fixed element (opening stock) $=£ 33,000 \times 500 / 10,000$

$$
=£ 1,650
$$

## QUESTION 5

Direct Products Ltd manufactures and sells four products, A, B, C and D. Due to a limit on the labour capacity of 1,200 direct hours in the next period the company considers it will not be able to meet its anticipated sales demand and is therefore considering buying in some units from an outside supplier to make up any shortfall. There is no finished goods stock.

The following budgeted information has been provided for the next period.

|  | A | B | C | D |
| :--- | ---: | ---: | ---: | ---: |
| Sales demand (units) | 600 | 200 | 300 | 200 |
| Selling price per unit | $£ 25$ | $£ 40$ | $£ 30$ | $£ 50$ |
| Direct material (per unit) | $£ 2$ | $£ 4$ | $£ 3$ | $£ 4$ |
| Direct labour hours (per unit) | 1 | 1.5 | 1 | 2 |

Direct labour is budgeted at $£ 10$ per direct labour hour.
Variable overheads are budgeted at $£ 2$ per direct labour hour.
Fixed production overheads absorbed at a rate of $£ 8.00$ per unit produced are expected to be £10,400.
An outside supplier has quoted $£ 19, £ 28, £ 21$ and $£ 37$ per unit respectively for products $A, B, C$ and D.
(a) Advise the company on which products, and how many, it should buy in order to achieve the budgeted output at minimum cost. Support your advice with calculations.
(b) Produce a budgeted manufacturing and trading account for the period.

## MODEL ANSWER TO QUESTION 5

(a) Hours required to make budgeted production

| Product A | $600 \times 1$ | $=$ | 600 |
| :--- | :--- | :--- | :--- |
| Product B | $200 \times 1.5$ | $=$ | 300 |
| Product C | $300 \times 1$ | $=$ | $\frac{400}{1,600}$ |
| Product D | $200 \times 2$ |  |  |

Only 1,200 direct labour hours available therefore a shortfall of 400 hours exists

| Product | A | B | C | D |
| :--- | ---: | ---: | ---: | ---: |
| Variable costs (per unit) | $£$ | $£$ | $£$ | $£$ |
| Direct materials | 2 | 4 | 3 | 4 |
| Direct labour | 10 | 15 | 10 | 20 |
| Variable overheads | $\underline{2}$ | $\underline{3}$ | $\underline{2}$ | $\underline{4}$ |
| Variable cost of manufacture | $\underline{14}$ | $\underline{22}$ | 15 | 28 |
| Variable cost of buying | $\underline{5}$ | $\underline{28}$ | $\underline{21}$ | $\underline{37}$ |
| Extra variable cost of buying in | $\underline{6}$ | $\underline{6}$ | $\underline{9}$ |  |
| Labour hours per unit saved by buying in | 1 | 1.5 | 1 | 2 |
| Extra cost of buying in per labour hour saved | 3 | $£ 4$ | $£ 6$ | $£ 4.50$ |
| Buying in priority |  | 1 | 4 | 2 |
|  |  |  |  |  |
| The company should therefore buy in |  | $\underline{300}$ |  |  |
| 200 units of product B |  | $\underline{400}$ |  |  |

(b) Manufacturing and Trading account for the period

|  |  |  | $£$ | $£$ |
| :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |
| Product A | (600 x £25) |  | 15,000 |  |
| Product B | (200 x £40) |  | 8,000 |  |
| Product C | (300 x £30) |  | 9,000 |  |
| Product D | (200 x £50) |  | 10,000 | 42,000 |
| Variable cost of manufacture |  |  |  |  |
| Product A | (600 x £14) | 8,400 |  |  |
| Product C | (300 x £15) | 4,500 |  |  |
| Product D | (150 x £28) | 4,200 | 17,100 |  |
| Variable cost of buying |  |  |  |  |
| Product B | (200 x £28) | 5,600 |  |  |
| Product D | (50x£37) | 1,850 | 7,450 |  |
| Total variable cost |  |  | 24,550 |  |
| Fixed overheads |  |  | 10,400 |  |
| Cost of sales |  |  |  | 34,950 |
| Gross profit |  |  |  | 7,050 |

## QUESTION 6

Sole Products Ltd, which produces a single component for the motor industry, has just completed its first year of trading. The summary profit and loss account for the year is set out below:

|  | $\mathbf{£ 0 0 0}$ | $\mathbf{£ 0 0 0}$ |
| :--- | ---: | ---: |
| Sales (13,000 units) |  | 936 |
| Direct Costs | 273 |  |
| Direct material | 247 |  |
| Direct labour | 78 |  |
| Direct expenses | 171 |  |
| Overheads | 55 | $\underline{958}$ |
| Production | $\underline{134}$ | $\underline{\mathbf{2 2}}$ |

The following information is available:
(1) All of the direct costs are variable with production.
(2) The production overhead figure includes $£ 80,000$ fixed costs. The remaining production overheads vary with production.
(3) All of the administration overheads are fixed.
(4) Variable selling overheads are incurred at the rate of $£ 8$ per unit. The remaining selling overheads are fixed.

## REQUIRED

Calculate for Year 1:
(a) The break-even point in units and sales value.
(b) The profit that would have been earned from the sale of 16,000 units.
(c) The number of units needed to be sold to achieve a profit of $£ 22,000$.

The company has set a profit objective of $£ 25,000$ for year 2 . Two suggestions have been made as to how this profit could be achieved.

## Suggestion 1

Reduce the selling price by $£ 3$ per unit and use a less expensive material that would reduce the direct material cost by $£ 2$ per unit.

## Suggestion 2

Increase the selling price by $£ 4$ per unit and increase advertising expenditure by $£ 48,000$. In addition use a less expensive material that would reduce the direct material cost by $£ 2$ per unit.

All other fixed costs and unit variable costs will remain unchanged for Year 2.
(d) Calculate for each suggestion how many units need to be sold to achieve the profit objective of £25,000.

## MODEL ANSWER TO QUESTION 6

(a) Break-even point

| Fixed costs / unit contribution | $£ 165,000 / £ 11$ <br> $£ 15,000 \times £ 72$$=£ 1,000$ units |  |
| :--- | :---: | :---: |
| Break-even point in value |  |  |
|  |  |  |
| Workings: | Variable | Fixed |
| Direct Costs/Overheads | $£ 000$ | $£ 000$ |
|  |  |  |
| Direct material | 273 |  |
| Direct labour | 247 |  |
| Direct expenses | 78 |  |
| Production | 91 | 80 |
| Overhead | $\underline{104}$ | $\underline{593}$ |
| Administration overhead | $\underline{305}$ |  |
| Selling overhead | $\underline{165}$ |  |
| Total costs |  |  |


| Selling price per unit | $(936,000 / 13,000)$ | $£ 72$ |
| :--- | :--- | :--- |
| Variable cost per unit | $(793,000 / 13,000)$ | $\underline{£ 61}$ |
| Contribution per unit | $\underline{£ 11}$ |  |

(b) Profit from sale of $\mathbf{1 6 , 0 0 0}$ units

| Total contribution | 16,000 units $\times £ 11$ per unit |
| :--- | :--- |
| Less fixed costs | $£ 176,000$ |
| Profit | $£ 165,000$ |
| 11,000 |  |

(c) Number of unit sales for profit of $£ \mathbf{2 2 , 0 0 0}$

| Total contribution required | $=£ 22,000+£ 165,000$ | $=£ 187,000$ |
| :--- | :--- | :--- |
| Number of unit sales | $=£ 187,000 / £ 11$ | $=\mathbf{1 7 , 0 0 0}$ units |

(d)

## Suggestion 1

Contribution
less decrease in selling price
plus reduction in material cost
New contribution
Total contribution required $=£ 25,000+£ 165,000$
Number of sales $=£ 190,000 / £ 10$
$£$ per unit
11
3
2
$\underline{10}$
£190,000
19,000 units

## Suggestion 2

Contribution 11
plus increase in selling price 4
plus reduction in material cost $\underline{17}$
New contribution $\underline{17}$
Fixed costs increase by $£ 48,000$ (increase in advertising costs)
New fixed cost $=£ 165,000+£ 48,000=£ 213,000$
Total contribution required $=£ 25,000+£ 213,000 \quad £ 238,000$
Number of sales $=£ 238,000 / £ 17 \quad 14,000$ units

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