

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 details. 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 profitability of an investment in this type of work.

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 business or the future. The sales manager asked the management account to provide for the statement below.

Statement prepared by sales department

	£
Sales, including bonus of £100,000 (cost order)	750,000
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)	120,000
Depreciation on machinery (cost order)	10,000
Total	900,000

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

Summary from management account:

- Notes:**
- Note 1:** This figure will be found in the contract.
 - Note 2:** This figure will include £100,000 of costs for goods that have already been ordered. This is the cost of sending engineers to Russia to help with the negotiation.
 - Note 3:** This is 50% of the cost of depreciation. It is suggested that the depreciation will spread about half the cost on the contract. This cost has included a £10,000 bonus for the payment of the contract completed on time.

Southampton Plc Case 8 Answers

KJ Lindholm-Leary



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