



BACHELOR of ECONOMICS



**Thammasat University
Faculty of Economics
Bachelor of Economics (International Program)**

AC201 Fundamental Accounting

Semester 2/2014

Course Materials

Topic:

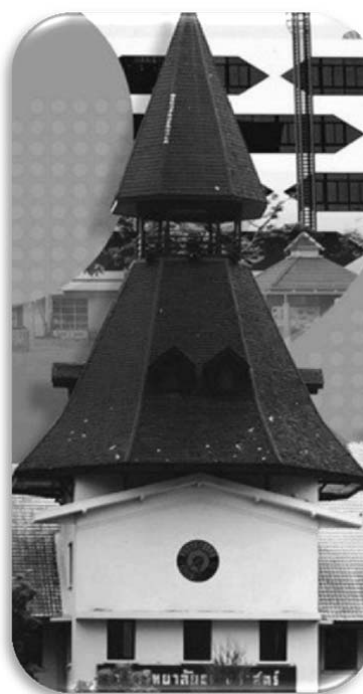
Chapter 6 Reporting and Interpreting
Sales Revenue, Receivables, and Cash

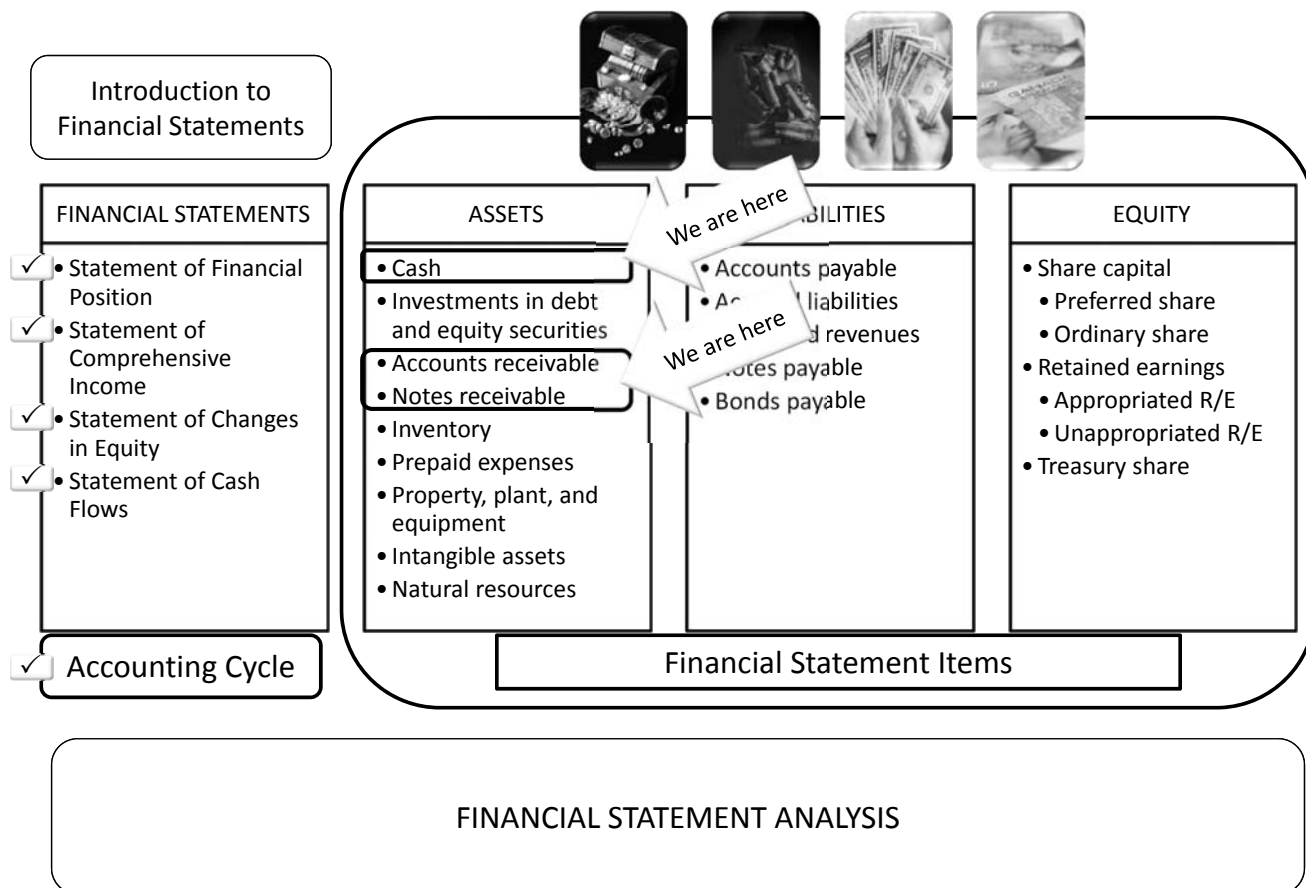
Session:

Sessions #6

Instructor:

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AC201 Fundamental Accounting



BACHELOR
of **ECONOMICS**



CHAPTER 6: REPORTING AND INTERPRETING SALES REVENUE, RECEIVABLES, AND CASH

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Accounting for Sales Revenue



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Accounting for Sales Revenue

The revenue principle requires that **revenues** be recorded when **earned**.

1. Goods or services have been delivered.

2. There is persuasive evidence of a customer payment arrangement

3. Price is fixed or determinable.

4. Collection is reasonably assured.

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Reporting Net Sales

Companies record credit card discounts, sales discounts, and sales returns and allowances separately to allow management to monitor these transactions.

Computer City		
Statement of Income (Partial)		
For the Year Ended December 31, 2014		
Revenue		
Sales		\$ 9,120,000
Less: Credit card discounts	\$ 15,000	
Sales discounts	65,000	
Sales returns and allowances	<u>40,000</u>	<u>120,000</u>
Net sales		<u>\$ 9,000,000</u>

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I. Credit Card Sales to Consumers

Companies accept credit cards for several reasons:

1. To increase sales.
2. To avoid providing credit directly to customers.
3. To avoid losses due to bad checks.
4. To avoid losses due to fraudulent credit card sales.
5. To receive payment quicker.

When credit card sales are made, the company must pay the credit card company a fee for the service it provides.



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Recording Credit Card Discounts

On January 2, an adidas factory store's credit card sales were \$3,000.
The credit card company charges a 3% service fee.

Date	Account Title & Explanation	Debit	Credit
Jan 2	Cash (A+)	2,910	
	Credit card discounts (XR+, REV-, SE-)	90	
	Sales revenue (REV+, SE+)		3,000
	To record credit card sales and		
	credit card service fee of $\$3,000 \times 3\% = \90		



contra-revenue account

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II. Sales Discounts to Businesses

When customers purchase on open account,
they may be offered a **sales discount** to encourage early payment.

2/10, n/30

Discount
Percentage

of Days in
Discount Period

Net (Total sales
less returns)

Maximum Days in
Credit Period

Read as: **"Two ten, net thirty"**

The above credit term means the customer can deduct 2% from the invoice price
if cash payment is made within 10 days from the date of sales.

If cash payment is not made with in 10 day discount period,
the full sales price (less any returns) is due within a maximum of 30 days.

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To Take or Not Take the Discount, That is the Question

With discount terms of 2/10, n/30,
a customer saves \$2 on a \$100 purchase
by paying on the 10th day instead of the 30th day.

$$\text{Interest Rate for 20 Days} = \frac{\text{Amount Saved}}{\text{Amount Paid}}$$

$$\text{Interest Rate for 20 Days} = \frac{\$2}{\$98} = 2.04\%$$



$$\text{Annual Interest Rate} = \frac{365 \text{ Days}}{20 \text{ Days}} \times 2.04\% = 37.23\%$$

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Recording Sales Discounts (1)

On January 6, adidas sold \$1,000 of merchandise on credit
with terms of 2/10, n/30.
Prepare the adidas journal entry.

Date	Account Title & Explanation	Debit	Credit
Jan 6	Accounts receivable (A+)	1,000	
	Sales revenue (REV+, SE+)		1,000
	To record sales of merchandise on credit		



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Recording Sales Discounts (2)

On January 14, adidas receives the appropriate payment from the customer for the January 6 sale.
Prepare the adidas journal entry.

$$\begin{aligned} \$1,000 \times 2\% &= \$20 \text{ sales discount} \\ \$1,000 - \$20 &= \$980 \text{ cash receipt} \end{aligned}$$

Date	Account Title & Explanation	Debit	Credit
Jan 14	Cash (A+)	980	
	Sales discounts (XR+, REV-, SE-)	20	
	Accounts receivable (A-)		1,000
	To record sales of merchandise on credit		

contra-revenue account

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Recording Sales Discounts (3)

If the customer remits the appropriate amount on January 20 instead of January 14, what entry would adidas make?

Since the customer paid **OUTSIDE** of the discount period, a sales discount is **NOT** granted.

Date	Account Title & Explanation	Debit	Credit
Jan 20	Cash (A+)	1,000	
	Accounts receivable (A-)		1,000
	To record payment from customer		

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III. Sales Returns and Allowances

These situations are recorded in a separate account called **Sales Returns and Allowances**.



Damaged merchandise



Returned merchandise

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Recording Sales Returns and Allowances

On July 8, before making payment, a customer returns \$500 of unsatisfactory sandals originally purchased on account from adidas. Prepare the adidas journal entry.

Date	Account Title & Explanation	Debit	Credit
Jan 8	Sales returns and allowance (XR+, REV-)	500	
	Accounts receivable (A-)		500
	To record return of merchandise		

contra-revenue account



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Gross Profit Percentage

$$\text{Gross Profit Percentage} = \frac{\text{Gross Profit}}{\text{Net Sales}}$$

In 2009, adidas AG reported gross profit of \$4,712,000 on sales of \$10,381,000.

Gross profit percentage for adidas AG for 2009 is:

$$\frac{\$4,712,000}{\$10,381,000} = 45.4\%$$

COMPARISONS OVER TIME			COMPARISONS WITH COMPETITORS	
adidas			Nike	
2007	2008	2009	2009	
47.4%	48.7%	45.4%	46.3%	

Other things equal, higher gross profit results in higher net income.



Measuring and Reporting Receivables



Classifying Receivables

Accounts receivable
are created when companies
have sales to customers
on open accounts.

Notes receivable
are written promises
from another party
to pay with specified terms.

Trade receivables
are amounts owed to the business
for credit sales
of goods or services.

Nontrade receivables
are amounts owed to the business
for other than business
transactions.

Statement of Financial Position Classifications

- **Current (short-term)**
- **Noncurrent (long-term)**

The period used to define current assets is typically 1 year
or the company's operating cycle, whichever is longer.

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Accounts Receivable

Accounts receivable are shown
in the statement of financial position
at the estimated collectible amount.

Statement of Financial Position Disclosure:

Accounts receivable
Less: Allowance for doubtful accounts

Net realizable value of accounts receivable

Amount the business
expects to collect.

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Accounting for Bad Debts

An accounts receivable that has been determined to be uncollectible is no longer an asset. The loss of this asset represents an expense, termed **Bad debts expense**. **Bad debt expense** is caused by selling goods on credit to customers who fail to pay the amount they owe.

Matching Principle



Bad Debt Expense

Record in
same accounting period.

Sales Revenue

Most businesses record an **ESTIMATE** of the **bad debt expense** with an **adjusting entry** at the end of the accounting period.

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Recording Bad Debt Expense

adidas estimated bad debt expense for 2009 to be €68,000,000. The following adjusting entry should be made **end of period**:

contra-asset account

Bad debt expense (+E, -SE)	68	
Allowance for doubtful accounts (+XA, -A)		68
Assets	=	Liabilities + Stockholders' Equity
Allowance for doubtful accounts -68		Bad debt expense (+E) -68

Bad debt expense is normally classified as a selling expense and is closed at year-end in the same manner as any other expense account.

Allowance for doubtful accounts appears in the statement of financial position as a deduction from the face amount of accounts receivable. It reduces the accounts receivable to their estimated collectible amount.

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Writing Off Specific Uncollectible Accounts

When it is clear that a ***SPECIFIC*** customer will be ***uncollectible***, the amount should be ***removed*** or ***written off*** from the Accounts Receivable account and debited to the Allowance for Doubtful Accounts.

adidas' total write-offs for 2009 were €34,000,000.
The following adjusting entry should be made
when the bad debts become known:

Allowance for doubtful accounts (–XA, +A)		63	
Accounts receivable (–A)			63
<u>Assets</u>		=	<u>Liabilities</u> + <u>Stockholders' Equity</u>
Allowance for doubtful accounts	+63		
Accounts receivable	–63		

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Summary

Step	Timing	Accounts Affected	Financial Statement Effects
1. Record estimated bad debts adjustment	End of period in which sales are made	Bad Debt Expense (E)	↑ Net Income ↓
		Allowance for Doubtful Accounts (XA)	↑ Assets (Accounts Receivable, Net) ↓
2. Identify and write off actual bad debts	Throughout period as bad debts become known	Accounts Receivable (A)	↓ Net Income
		Allowance for Doubtful Accounts (XA)	↓ Assets (Accounts Receivable, Net) } No effect



Estimation and Recording of Bad Debt Expense (Uncollectible Receivables)



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Estimation and Recording of Bad Debt Expense

An estimate of uncollectible accounts (bad debt expense) is required **at the end of period**. This estimate is normally based on past experience, industry averages, and forecasts of the future.

At the end of period, the company needs the following adjusting journal entry to record the estimated uncollectible accounts (bad debt expense) :

Dr. Bad debt expense (EXP+, SE-)

Cr. Allowance for doubtful accounts (XA+, A-)

There are 2 general approaches to estimating bad debt expense:

- I. A statement of income approach or **Percentage of sales method**
- II. A statement of financial position approach
or **Aging of accounts receivable method**

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I. Percentage of Sales Method (1)

Statement of Income Approach

Bad debt percentage
is based on actual uncollectible accounts
from prior years' credit sales.

Focus is on determining the amount
to record on the income statement
as Bad Debt Expense.



$$\begin{array}{r} \text{X Net credit sales} \\ \text{\% Bad debt loss rate} \\ \hline \text{Bad debt expense} \end{array}$$

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I. Percentage of Sales Method (2)

In 2010, Kid's Clothes had credit sales of €600,000.
Past experience indicates that bad debts are **one percent of sales**.



What is the estimate of bad debts expense for 2010?

$$€600,000 \times 0.01 = €6,000$$

The following adjusting entry is made **at the end of period**:

Date	Account Title & Explanation	Debit	Credit
Dec 31	Bad debt expense (EXP+, SE-)	6,000	
	Allowance for doubtful accounts (XA+, A-)		6,000
	To record bad debt expense		

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II. Aging of Accounts Receivable Method (1)

Statement of Financial Position Approach

Focus is on determining
the desired balance in the Allowance for Doubtful Accounts
on the statement of financial position.

Each customer's account is aged by breaking down the balance
by showing the age (in number of days) of each part of the balance.

An aging of accounts receivable for Kid's Clothes in 2010 might look like this . .

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II. Aging of Accounts Receivable Method (2)

Analysis of Accounts Receivable by Age

Customer	Not Yet Due	Days Past Due				Total A/R Balance
		1-30	31-60	61-90	Over 90	
Aaron, R.		€ 235				€ 235
Baxter, T.	€ 1,200	300				1,500
Clark, J.			€ 50	€ 200	€ 500	750
Zak, R.			325			325
Total	€ 3,500	€ 2,550	€ 1,830	€ 1,540	€ 1,240	€ 10,660
% Uncollectible	0.01	0.04	0.10	0.25	0.40	

Based on past experience, the business
estimates the percentage of uncollectible accounts in each time category.
These percentages are then multiplied by the appropriate column totals.

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II. Aging of Accounts Receivable Method (3)

Desired
balance

Customer	Not Yet Due	Days Past Due				Total A/R Balance
		1-30	31-60	61-90	Over 90	
Aaron, R.		€ 235				€ 235
Baxter, T.	€ 1,200	300				1,500
Clark, J.			€ 50	€ 200	€ 500	750
Zak, R.			325			325
Total	€ 3,500	€ 2,550	€ 1,830	€ 1,540	€ 1,240	€ 10,660
% Uncollectible	0.01	0.04	0.10	0.25	0.40	
Estimated Uncoll. Amount	€ 35	€ 102	€ 183	€ 385	€ 496	€ 1,201

The column totals are then added to arrive at the total estimate of uncollectible accounts of €1,201.

Record the Dec. 31, 2010 adjusting entry assuming that the Allowance for Doubtful Accounts currently has a €50 credit balance.

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II. Aging of Accounts Receivable Method (4)

Desired
balance

Date	Account Title & Explanation	Debit	Credit
Jan 31	Bad debt expense (EXP+, SE-)	1,151	
	Allowance for doubtful accounts (XA+, A-)		1,151
	To record bad debt expense		

1,201	Desired balance
- 50	Credit balance
€ 1,151	Adjusting entry

After posting the above entry, the Allowance account would look like this . . .

Allowance for Doubtful Accounts (XA)

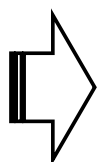
Note that the balance after adjustment is equal to the estimate of €1,201 based on the aging analysis performed earlier.

50	Balance at 12/31/2010 before adjustment
1,151	2010 adjustment
1,201	Balance at 12/31/2010 after adjustment

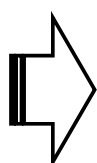
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II. Aging of Accounts Receivable Method (5)



$$\begin{array}{r}
 \times \text{ Accounts Receivable} \\
 \text{\% Estimated Uncollectible} \\
 \hline
 \text{\textit{DESIRED} Balance in Allowance Account} \\
 - \text{ Allowance Account \textbf{Credit} Balance} \\
 \hline
 \text{Amount of Journal Entry}
 \end{array}$$



$$\begin{array}{r}
 \times \text{ Accounts Receivable} \\
 \text{\% Estimated Uncollectible} \\
 \hline
 \text{\textit{Desired} Balance in Allowance Account} \\
 + \text{ Allowance Account \textbf{Dedit} Balance} \\
 \hline
 \text{Amount of Journal Entry}
 \end{array}$$

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Receivables Turnover Ratio

$$\text{Receivables Turnover} = \frac{\text{Net Sales}}{\text{Average Net Trade Receivables}}$$

This ratio measures how many times average receivables are recorded and collected for the year.

adidas reported 2009 net sales of €10,381,000.
December 31, 2008, receivables were €1,624,000 and
December 31, 2009, receivables were €1,429,000.

$$\text{Receivables Turnover} = \frac{€10,381,000}{(€1,429,000 + €1,429,000) \div 2} = 6.8 \text{ times}$$

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Average Collection Period

$$\text{Average Collection Period} = \frac{365}{\text{Receivables Turnover}}$$

This ratio indicates the average time it takes a customer to pay its accounts.

adidas' Receivables Turnover was 6.8.

$$\text{Average Collection Period} = \frac{365}{6.8} = 53.7 \text{ days}$$



End of Chapter 6

