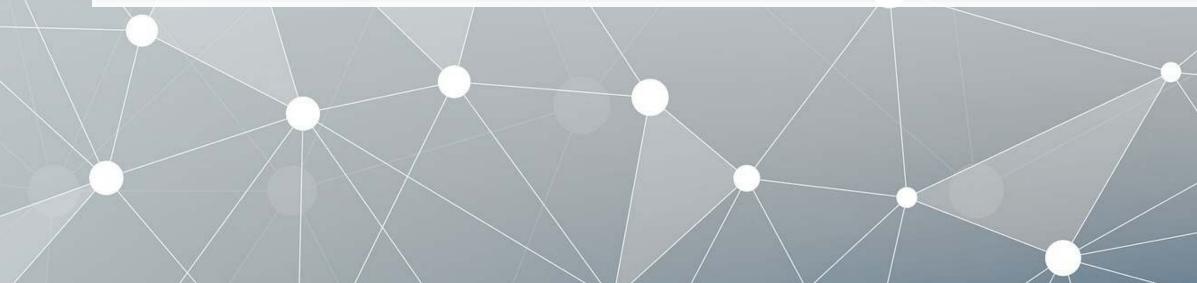
ACCT 101: Inventory and Merchandizing

Session 5

Dr. Richard M. Crowley

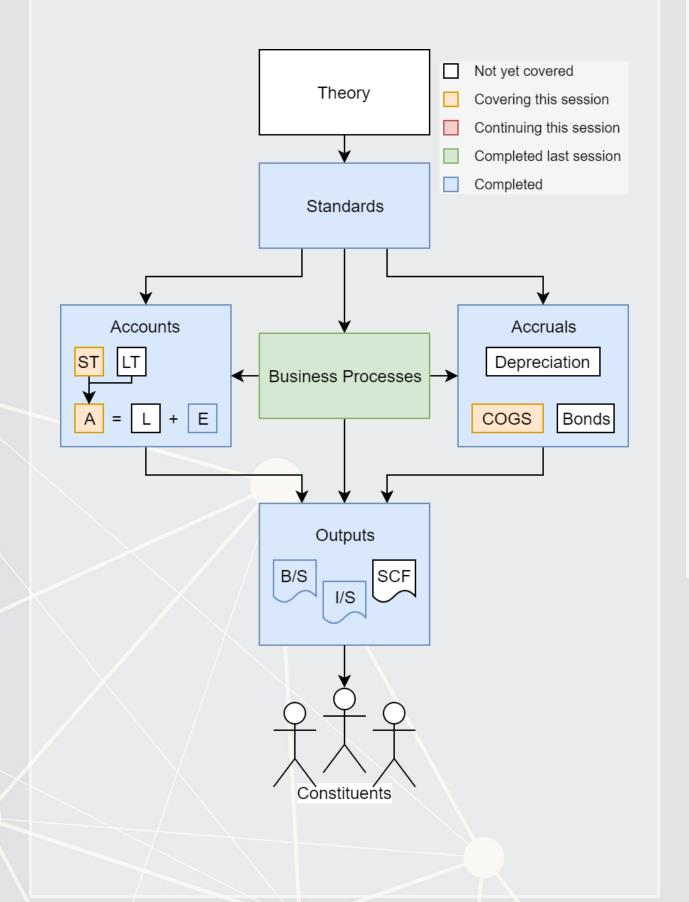




Frontmatter



Learning objectives



Starting part 2 of the course

- Deep dive into transactions
 - Inventory (Chapter 6)
- 1. Understand the nature of inventory operations
- 2. Record inventory transactions 3. Determine inventory and **COGS** value

Nature of firms

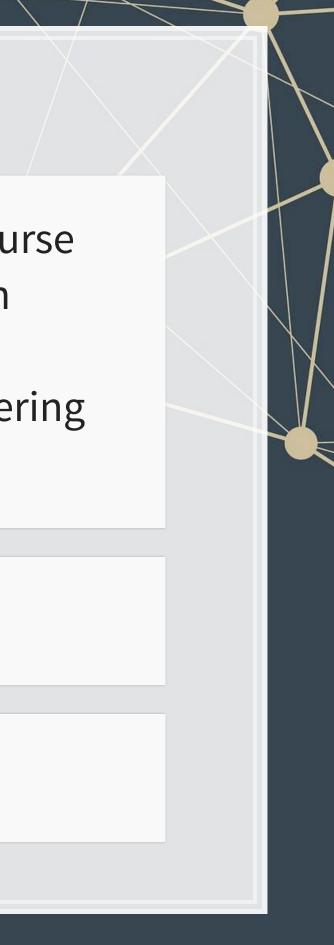


What is inventory?

Inventories are assets, held for sale in the ordinary course of business, or in the process of production for such sale, or in the form of materials or supplies to be consumed in the production process or in the rendering of services. (FRS2-6)

Unsold inventory is an asset

Sold inventory is converted to COGS (expense)



Importance of inventory

- Why hold inventory?
 - Supply can be erratic
 - No inventory could mean missed sales
 - Can buy more in low cost periods
 - Low costs from shipping, production, purchasing, etc.
- Drawbacks of inventory
 - Cost of holding
 - Warehousing, electricity, ...
 - Liquidity Cash tied up as inventory
 - Inventory obsolescence
 - Adverse price changes
 - Buy low, sell lower

Firm types

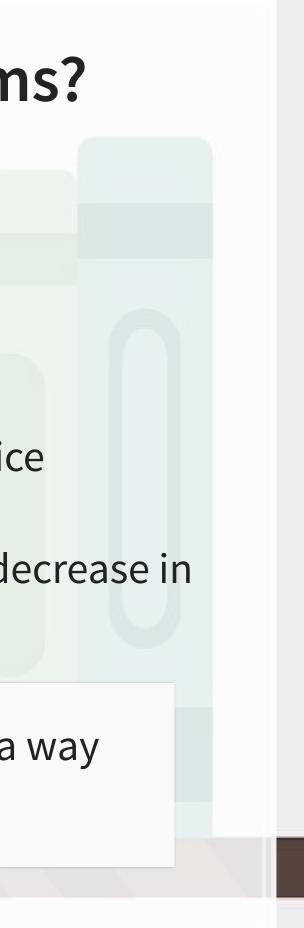
- Service firms
 - 1. Have little to no inventory
- Merchandisers
 - 1. Get inventory items
 - 2. Sell them at a higher price
 - Than inventory cost + overhead
- Manufacturers
 - 1. Get raw materials
 - 2. Transform raw materials into finished goods
 - 3. Sell them at a higher price
 - Than raw materials + transformation + overhead



How to account for individual items?

- 1. Inventories recorded at cost of purchase
 - Will need a price and quantity
- 2. Add any conversion costs (manufacturing)
- 3. Add delivery fees to get the item
- 4. Subtract any discounts received
- 5. Make sure the above is lower than the intended selling price
 - If it's not, decrease the value to selling price
 - Like with treasury stock and retained earnings, the decrease in value can be reversed later

The above works for individual items, but we'll need a way to track items purchased and used.



Inventory systems



Inventory systems

	Perpetual	Perio
Inventory cost	Any	Low cos
How?	Maintain a running total of all goods bought, sold, and available	Primarily thro
Counting frequency	At least once per year	At least once per more o
Used by	Large businesses	Small bus
Best for	Keeping an accurate account of inventory and COGS	Keeping tracki

Perpetual is better, but periodic is easier

odic

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ough counts

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Perpetual inventories

- Usually barcode based.
 - Allows efficient tracking
- Record two entries per transaction
 - DR Cash or A/R (↑), CR Revenue (↑)
 - DR COGS (↑), CR Inventory (↓)

Example: Perpetual inventory

Date	Account	DR	CR
20YY.MM.DD	Cash	100	
	Revenue		100
Made a \$100 s	sale for cash		
20YY.MM.DD	COGS	50	
	Inventory		50
Used \$50 of inventory to make the sale			

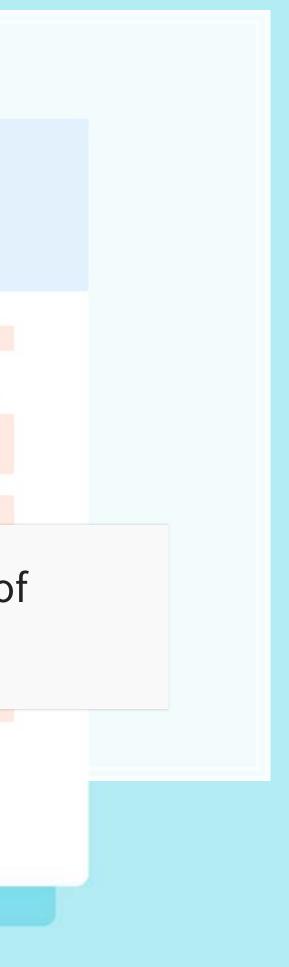




Periodic inventory

- Relies on counts for data
- Simpler, but less efficient
- One entry to record revenue
 - DR Cash or A/R (↑), CR Revenue (↑)
- Adjusting entry at end of each period
 - DR COGS (\uparrow), CR Inventory (\downarrow)

Not practical for businesses that need close tracking of inventory



4.4

Inventory Purchasing



Simple case

- Buying on cash or A/P
- Paying full amount

Example: Buying inventory, simple, cash

Date	Account	DR	CR
20YY.MM.DD	Inventory	100	
	Cash		100
Purchased \$100 of inventory on cash			

Example: Buying inventory, simple, A/P

	Date	Account	DR	CR	
	20YY.MM.D1	Inventory	100		
-		A/P		100	
	Purchased \$100 of inventory on A/P				
	20YY.MM.D2 A/P 100				
		Cash		100	
	Paid A/P for inventory in full				



Shipping

- If there are shipping costs to *receive* the inventory, we add those to the inventory value itself
 - Debit inventory
 - Credit cash

Example: Purchased inventory on account, no transportation costs

Date	Account	DR	CR	
20YY.MM.01	Inventory	100		
	A/P		100	
Purchased \$100 of inventory on A/P				
20YY.MM.15	A/P	100		
	Cash		100	
Paid for inventory				

Example: Inventory on account, \$10 transportation costs in cash				
Date	Account	DR	CR	
20YY.MM.01	Inventory	110		
	A/P		100	
	Cash		10	
Purchased \$100 of inventory on A/P; paid \$10 for delivery				
20YY.MM.15	A/P	100		
	Cash		100	
Paid for invent	tory	·		



Returns

- Sometimes inventory needs to be returned
 - Wrong or faulty/broken items
- To record:
 - Directly credit the inventory account for the amount returned
 - OR: Credit "Purchase returns," a contra-asset to inventory
 - Debit...
 - A/P if not yet paid
 - Cash if paid and receiving cash now
 - A/R if paid and receiving credit now or cash later

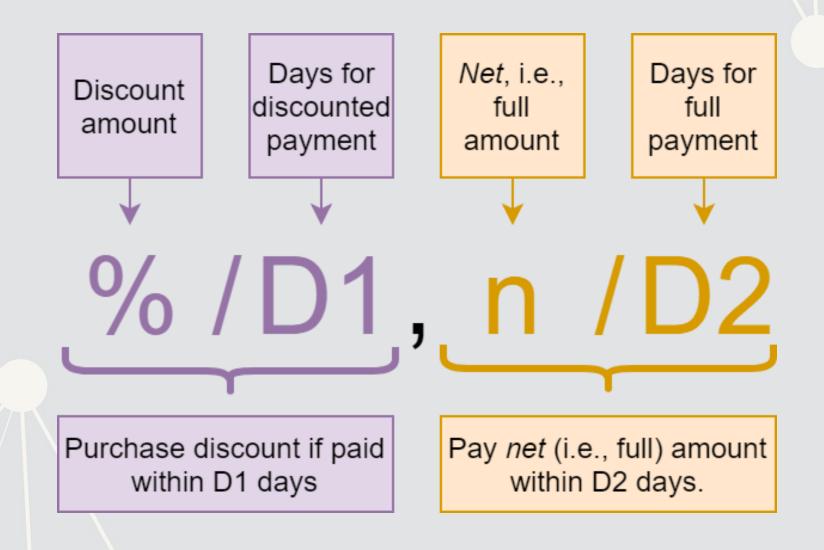
Example: Returning inventory

	7-1-1(
Date	Account	DR	CR		
20YY.MM.D1	Inventory	100			
	A/P		100		
Purchased \$10	Purchased \$100 of inventory on A/P				
20YY.MM.D2	20YY.MM.D2 A/P 50				
	Inventory 50				
Returned \$50	Returned \$50 of inventory, as it was broken upon receipt of the inventory				

returned ventory

Payment and discounts

- Sometimes companies offer discounts for paying early
- There is a standard format for B2B discounts:



Ex.: 2/10, n/30 =

- Get a 2% discount if paid in 10 days
- Pay the full amount by 30 days.

Discounts in journal entries

- Record discount as a decrease in inventory
 - Remember: we record assets at cost paid for them
 - Can also record to a "purchase discounts" contra-asset

Situation: Purchase inventory on account for \$100 with 2/10 n/30 terms

Example: Purchase discounts, paying in discount period

Date	Account	DR	CR	
20YY.MM.01	Inventory	100		
	A/P		100	
Purchased \$100 of inventory on A/P with 2/10, n/30 terms				
20YY.MM.05	A/P	100		
	Cash		98	
	Inventory		2	
Paid for inventory within 2/10 discount period (got 2% discount)				

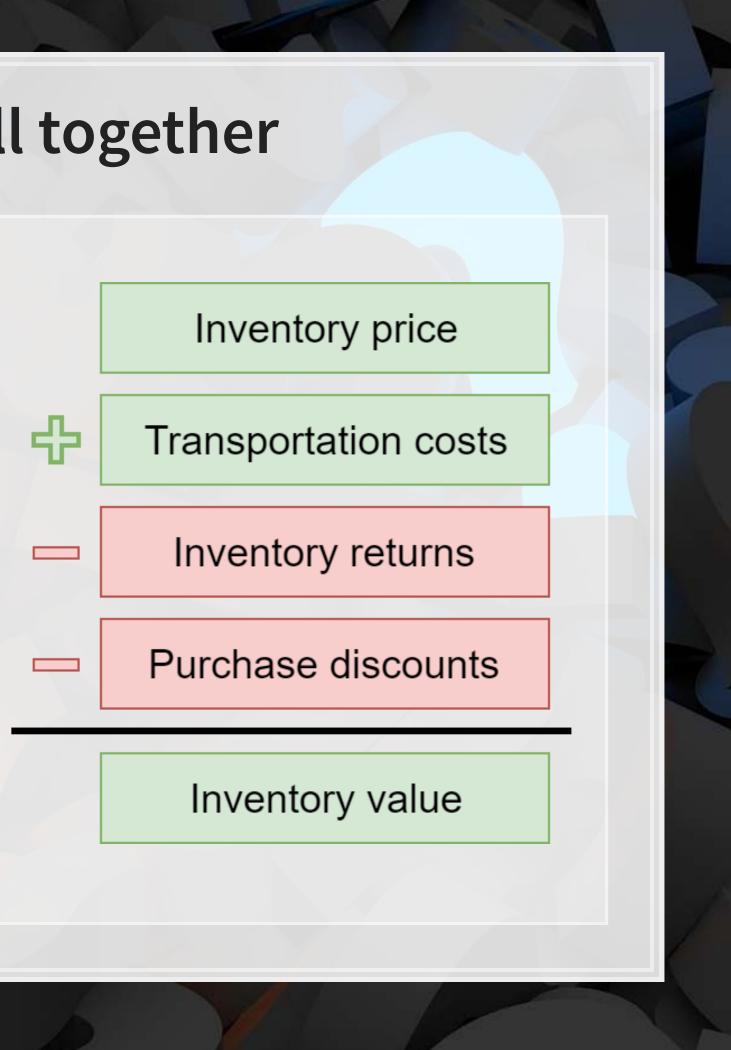
Example: Purchase discounts, paying outside discount period

Date	Account	DR	CR
20YY.MM.01	Inventory	100	
	A/P		100
Purchased \$100 of inventory on A/P with 2/10, n/30 terms			
20YY.MM.15	A/P	100	
	Cash		100
Paid for inventory within n/30 discount period (paid full amount)			

Bringing it all together

Practice question (3 entries):

- Purchased \$200 of inventory on account with 10/5, n/45 terms
 - Also paid \$20 in shipping to DHL on delivery
- 2. \$50 of inventory was damaged, which we returned
- 3. Paid payable 3 days after receiving inventory

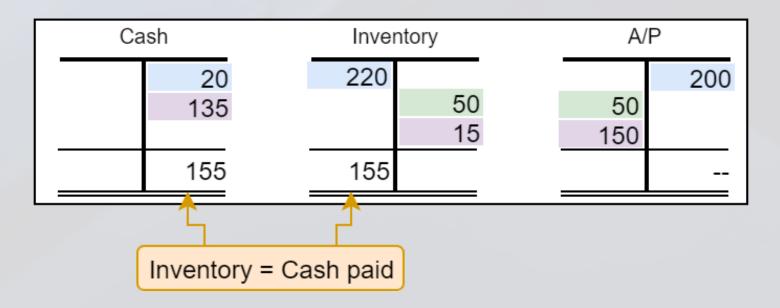


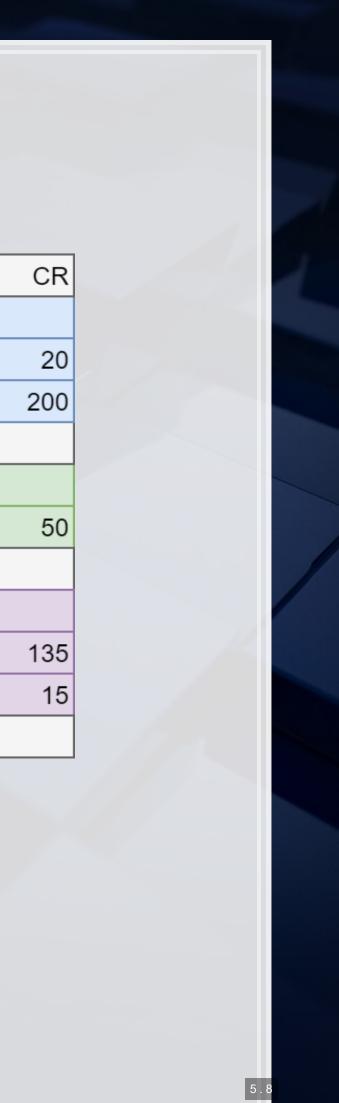
Practice solution

Full inventory purchasing example

Date	Account	DR	
20YY.MM.01	Inventory	220	
	Cash		
	A/P		
Purchased \$20	00 of inventory on A/P with 10/5, n/45 terms.	Paid \$20 for de	livery.
20YY.MM.02	A/P	50	
	Inventory		
Returned \$50	of inventory		
20YY.MM.04	A/P	150	
	Cash		
	Inventory		

Paid payable in during discount period (10% discount)





Inventory sales

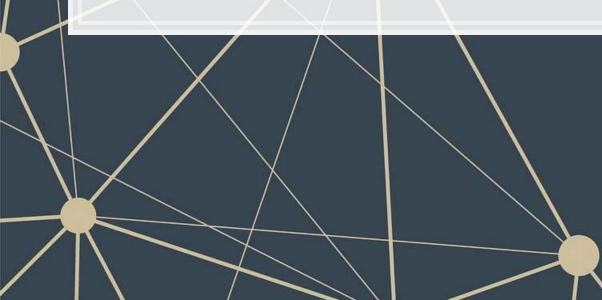


General case

- Selling for cash or A/R
- Receiving full amount

Example: Selling inventory, simple, A/R

Date	Account	DR	CR	
20YY.MM.D1	A/R	100		
	Revenue		100	
Made \$100 sa	le using \$50 of inventory			
20YY.MM.D1	COGS	50		
	Inventory		50	
Recorded usa	ge of \$50 of inventory			
20YY.MM.D2	Cash	100		
	A/R		100	
Received A/R	Received A/R payment in full			





Revenue for goods

- Recognize revenue when earned
 - Recall from lesson 2: Revenue recognition principle
- FOB shipping point: record when given to shipping company
- FOB destination: Record when customer receives goods
 - Since we will need to pay shipping, we will have a *Delivery expense* account, an operating expense

Date	Account	DR	CR	
20YY.MM.D1	A/R	100		
	Revenue		100	
Made \$100 sa	le using \$50 of inventory			
20YY.MM.D1	COGS	50		
	Inventory		50	
Recorded usag	ge of \$50 of inventory			
20YY.MM.D1	Delivery expense	10		
	Cash		10	
Paid for shippi	Paid for shipping for sale			

Example: Selling inventory, simple, A/R



Returns, revisited

- Sometimes our sales are returned: Wrong or faulty/broken items
- To record, debit...
 - If faulty: sales returns and allowances
 - Contra-equity to revenue
 - If usable: COGS
- And credit...
 - A/R if not yet paid
 - Cash if paid and returning cash now
 - A/P if paid and giving credit now or returning cash later

Example: Returned sales					
Date	Account	DR	CR		
20YY.MM.D1	A/R	100			
	Revenue		100	Note: we only	
20YY.MM.D1	COGS	50		reverse the COGS	
	Inventory		50	part of the first entry if the goods are still	
Made a \$100 s	usable.				
20YY.MM.D2	Sales returns and allowances	40		Foulty - not upphio	
	A/R		40	Faulty = not usable Wrong item = usable	
Customer retu					



Discounts, revisited

- We use the same discount terminology here
- Record any discount as a debit to *Sales discount*
 - Another contra-equity to revenue

Situation: Sold inventory of \$50 for \$100 on account with 2/10 n/30 terms

Example: Discounts on sales

Date	Account	DR	CR
20YY.MM.01	A/R	100	
	Revenue		100
20YY.MM.01	COGS	50	
	Inventory		50
Made a \$100 sale, recorded \$50 inventory usage, terms are 2/10, n/30			
20YY.MM.05	Cash	98	
	Sales discount	2	
	A/R		100
Customer paid within discount period			

Example: No discount on sales

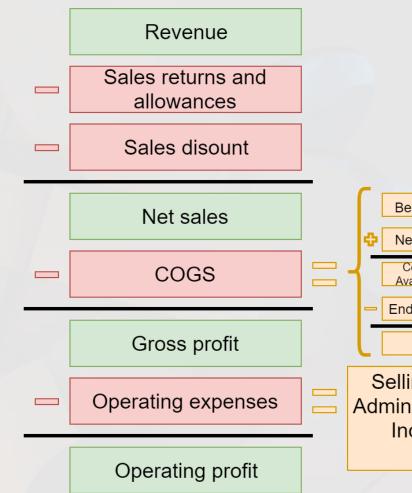
Date	Account	DR	CR
Date	Account		
20YY.MM.01	A/R	100	
	Revenue		100
20YY.MM.01	COGS	50	
	Inventory		50
Made a \$100 sale, recorded \$50 inventory usage, terms are 2/10, n/30			
20YY.MM.05	Cash	100	
	A/R		100
Customer paid after discount period ended			

Bringing it all together

Practice question:

Determine the journal entries, and then calculate Net sales, Gross profit, and operating profit

- Sold \$155 of inventory for \$300 on account with 10/5, n/45 terms
 - Also paid \$20 in shipping to DHL for delivery
- 2. \$50 of goods were damaged, which were returned to us
- 3. Customer Paid receivable 3 days after receiving goods



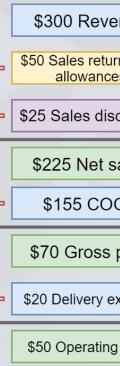
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COGS	
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Selling, General, and Administrative expenses; Includes delivery expense

Practice solution

Full sales example

Account	DR	CR		
A/R	300			
Revenue		300		
COGS	155			
Inventory		155	_	
Delivery expense 20				
Cash		20	-	
Sold \$155 of inventory for \$300 on 10/5, n/45 terms; paid \$20 for shipping				
20YY.MM.02 Sales returns and allowances 50				
A/R		50	-	
Customer returned \$50 of inventory due to damaged goods				
Cash	225		_	
Sales discounts	25		-	
A/R		250		
Received payment on A/R within the discount window (10% discount given)				
	A/R Revenue COGS Inventory Delivery expense Cash ventory for \$300 on 10/5, n/45 terms; paid \$2 Sales returns and allowances A/R med \$50 of inventory due to damaged goods Cash Sales discounts A/R	A/R300Revenue100COGS155Inventory100Delivery expense20Cash20Ventory for \$300 on 10/5, n/45 terms; paid \$20 for shippingSales returns and allowances50A/R100rned \$50 of inventory due to damaged goodsCash225Sales discounts225A/R101	A/R300Revenue300COGS155Inventory155Delivery expense20Cash20ventory for \$300 on 10/5, n/45 terms; paid \$20 for shippingSales returns and allowances50A/R50Cash225Sales discounts225A/R225	



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Inventory Valuation





Net Realizable value

- At the end of the day, we need our inventory to be priced below *what* we can make from it
 - We call "this" what we can make from it" *net realizable value* (NRV)

NRV is the estimated selling price in the ordinary course of business, less the estimated cost of completion and the estimated costs necessary to make the sale. [IAS 2.6]

- If Inventory < NRV</p>
 - Do nothing, unless we previously wrote it down
- If Inventory > NRV
 - Need to write down to NRV

Buy low, selling lower...

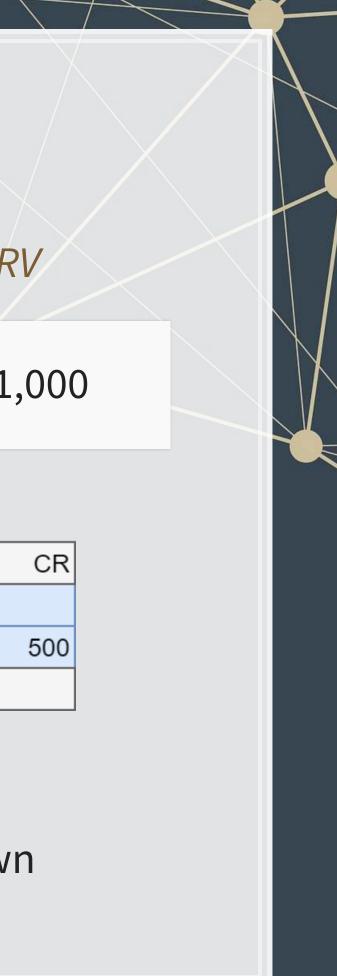
- Need to write down your inventory value
 - If book value of inventory > lower of cost or NRV

Situation: Inventory is valued at \$1,500, but NRV is \$1,000

Example: Inventory write-down

	-			
	Date	Account	DR	
	20YY.MM.DD	Inventory write-down	500	
		Inventory		
Wrote down inventory to NRV				

- Can be reversed if the value goes back up
 - Only up to the amount originally written down
 - Credit gain when reversing

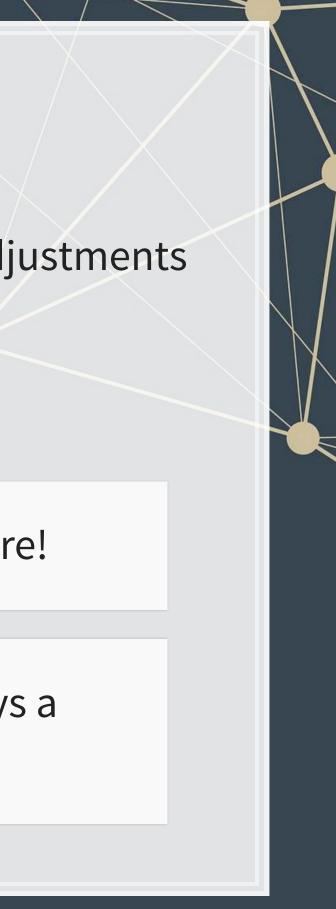


Note on conventions

- Using *Inventory writedown* is always correct
- Using COGS for inventory writedowns is fine for small adjustments
 - Usually when writing down by < 5% of inventory
 - Can use COGS for small theft
 - Do not use COGS for major price drops

Wrong in some parts of the book. Use the slides here!

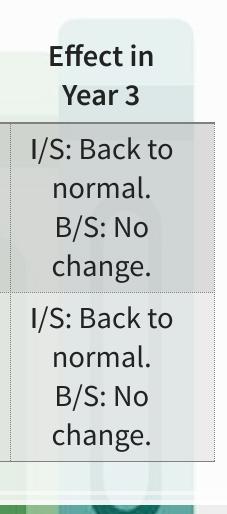
When in doubt, use *Inventory writedown*. This is always a correct answer.



Inventory errors

Problem in Year 1	Effect in Year 1	Effect in Year 2
Overstated inventory (understated COGS)	I/S: Gross profit and net income overstated. B/S: Assets and equity overstated.	I/S: Gross profit and net income understated. B/S: Assets and equity back to normal.
Understated inventory (overstated COGS)	I/S: Gross profit and net income understated. B/S: Assets and equity understated.	I/S: Gross profit and net income overstated. B/S: Assets and equity back to normal.







Gross profit method

- When you have a fixed margin, you can use this to determine COGS
 - Fixed margin means that COGS = constant % of sales
- Allows you to avoid counting inventory
- Example:
 - Coffee corp always sells bags of beans at a 25% markup. Revenue from selling bags of beans for the year was \$10,000. What was the COGS for selling bags of beans?
 - Gross Margin = $1 \frac{1}{1+25\%} = 20\%$
 - COGS% = 1 Margin = 80%
 - $COGS = Sales \times COGS\% = \$10,000 \times 80\% = \$8,000$

Practice: Gross profit method

Situation: Coffee Corp sells all of their products using fixed margins. Determine the COGS for each product below, using the given revenues.

1. \$50,000 worth of lattes were sold with a fixed gross margin of 70% 2. \$9,000 worth of travel mugs were sold at a 50% mark-up

3. \$1,000 worth of espresso cups were sold, comprising 50 cups each sold with \$8 profit (all cups cost the same)

Art collection

woken

Solution: Gross profit method

Situation: Coffee Corp sells all of their products using fixed margins. Determine the COGS for each product below, using the given revenues.

1. \$50,000 worth of lattes were sold with a fixed gross margin of 70%

- 2. \$9,000 worth of travel mugs were sold at a 50% mark-up
- 3. \$1,000 worth of espresso cups were sold, comprising 50 cups each sold with \$8 profit (all cups cost the same)

Solution

1. $COGS = \$50,000 \times (1 - 70\%) = \$15,000$ 2. $COGS = \$9,000 imes rac{1}{1+50\%} = \$6,000$ 3. $COGS = \$1,000 - 50 \times \$8 = \$600$

Inventory costing



Inventory tracking methods

1. FIFO

First In, First Out

2. LIFO

Last In, First Out

3. Average cost

Value / number of items

4. Specific identification

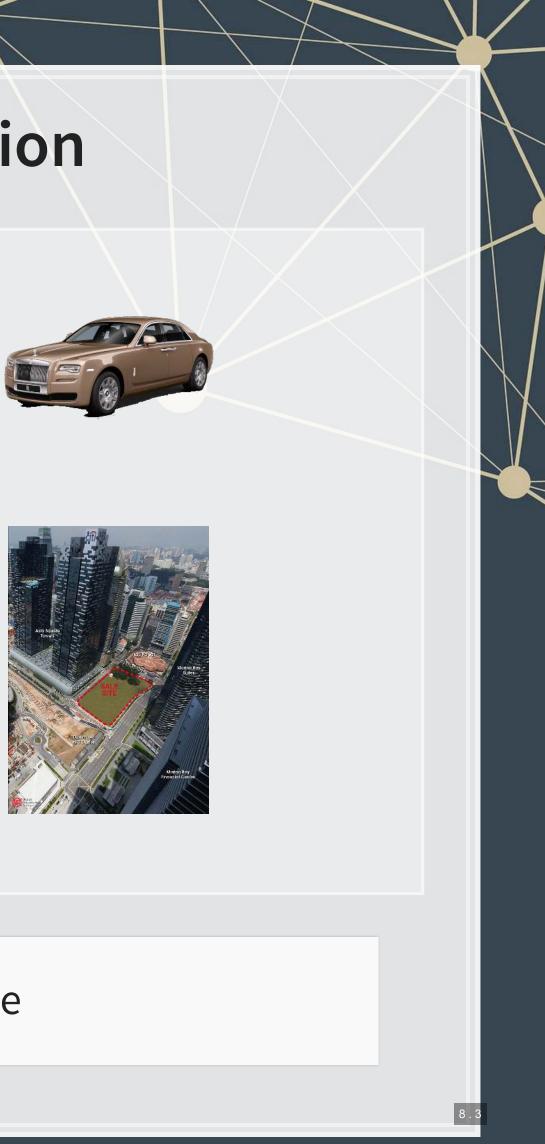
One-to-one tracking

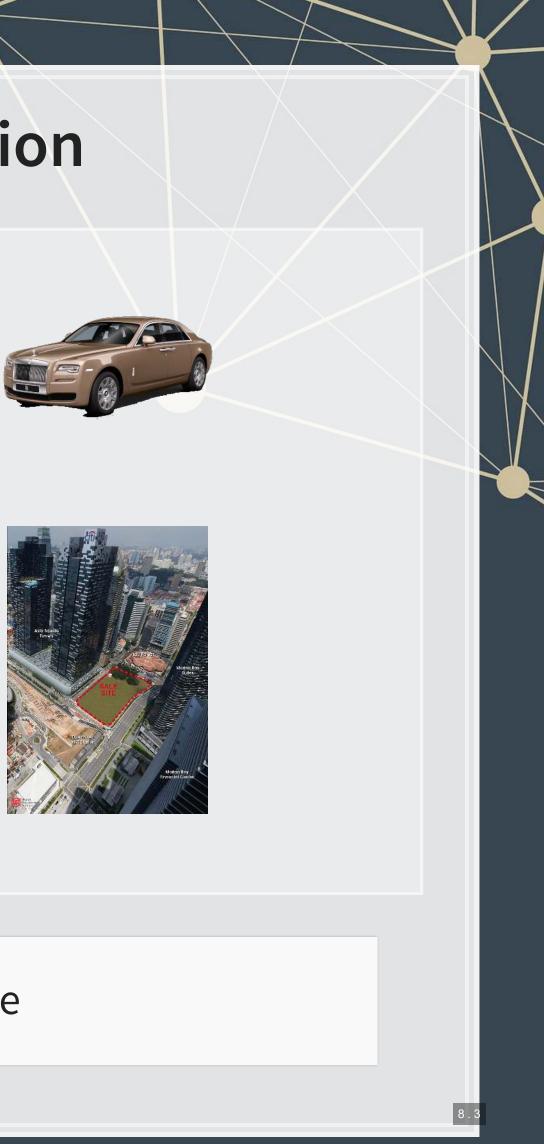
LIFO *is not allowed under IFRS* – but you need to know it

First three only require minimal tracking, and are used when you have multiple orders of the same thing at different prices

Specific identification

- Only used with expensive items
 - Too costly to track individual items otherwise
- Examples
 - Cars
 - Luxury goods
 - Real estate

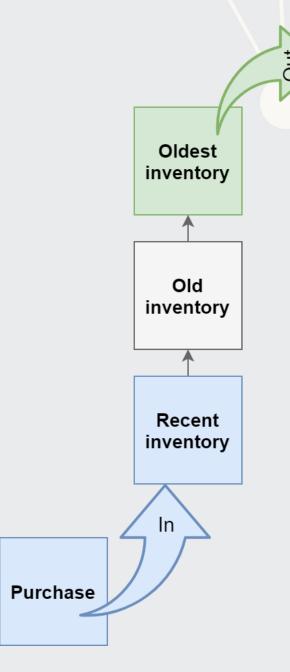


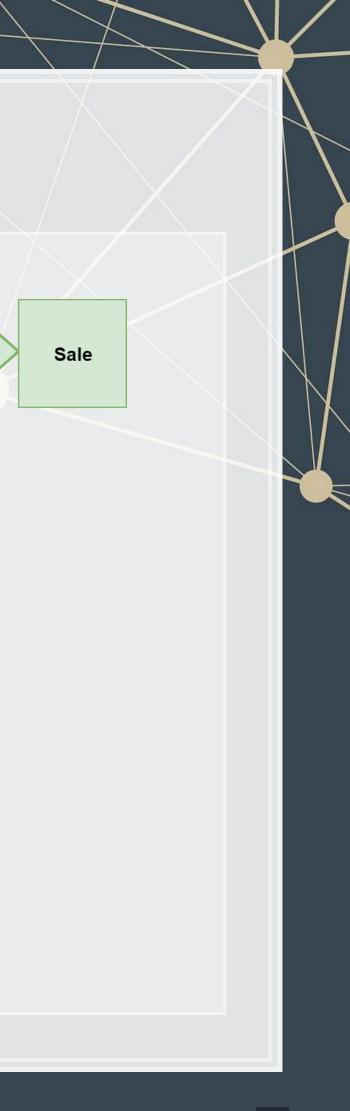


Record COGS with revenue

FIFO

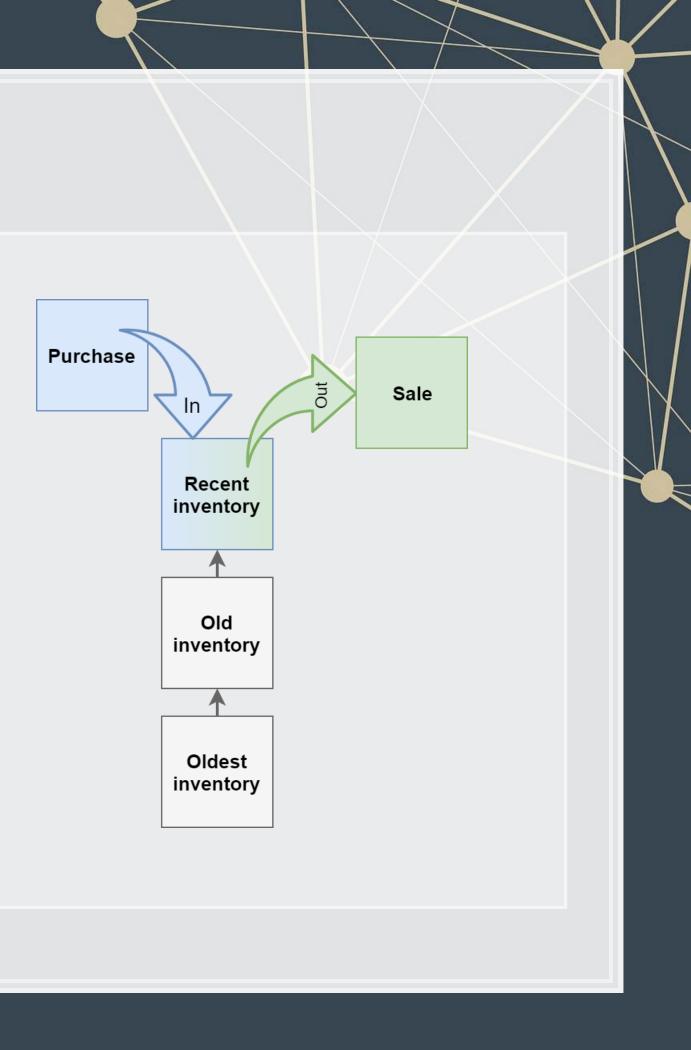
- First In, First Out
- Assumes you sell items in the order you received them
- Ex.: You buy 5 bags of coffee beans for \$10 each, and then another 5 at \$12 each. You sell 3 bags and then 4 bags.
 - The first 3:
 - $3 \times 10 = \$30$
 - The next 4:
 - $2 \times 10 + 2 \times 12 = 44
 - COGS: \$74 for 7 bags





LIFO

- Last In, First Out
- Assumes you sell the most recent items first
- Ex.: You buy 5 bags of coffee beans for \$10 each, and then another 5 at \$12 each. You sell 3 bags and then 4 bags.
 - The first 3:
 - $3 \times 12 = \$36$
 - The next 4:
 - $2 \times 12 + 2 \times 10 = 44
 - COGS: \$80 for 7 bags



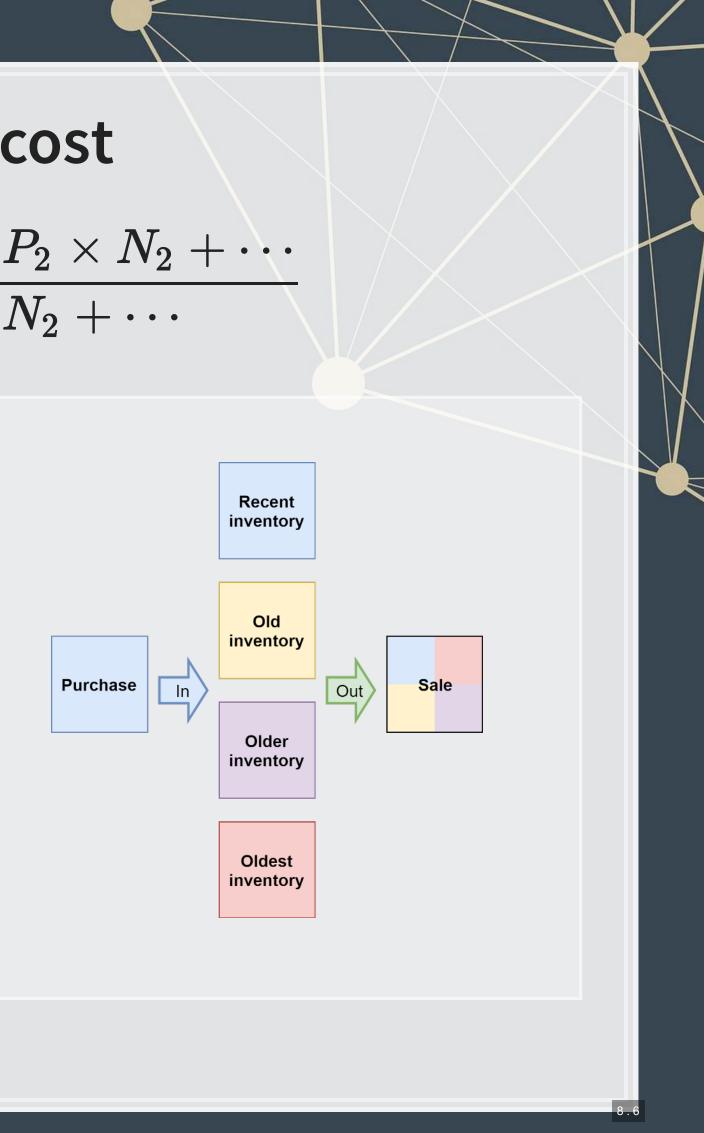
$Price = rac{P_1 imes N_1 + P_2 imes N_2 + \cdots}{N_1 + N_2 + \cdots}$

- Assumes you sell a mix
 - Weighted average
- P_i : price per item for order i
- N_i : number of items in order i
- Ex.: You buy 5 bags of coffee beans for \$10 each, and then another 5 at \$12 each. You sell 3 bags and then 4 bags.

• Avg cost:

$$\frac{5 \times 10 + 5 \times 12}{5 + 5} = \$11$$

• COGS:
$$7 \times \$11 = \$77$$



Mixing in perpetual/periodic

Perpetual

- 1. Calculate COGS for sales up to first purchase
- 2. Add in first purchase
- 3. Calculate COGS for sales up to next purchase
- 4. Add in next purchase
- 5. Repeat 3 and 4 until done

Periodic

- 1. Write out all your inventory for the period
- 2. Determine what was sold

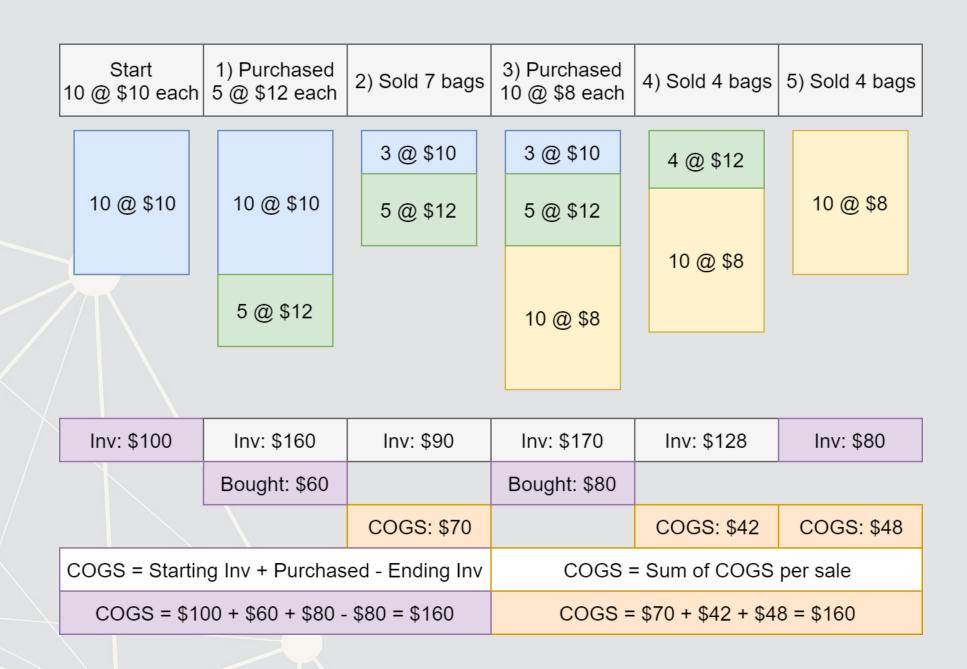
Equivalent to assuming we bought all inventory before making any sales.

Note: Perpetual and Periodic give the same answer under FIFO!

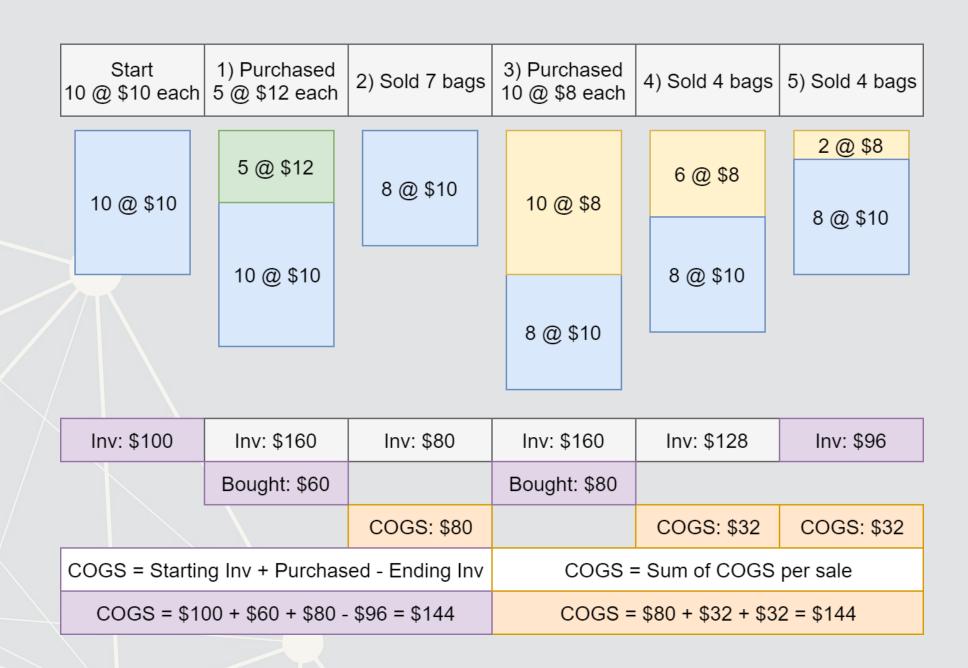
Comparison

- Profit depends on method choice!
 - FIFO typically leads to higher net income
 - Real effect: taxes depend on net income!
 - Use LIFO to minimize taxes?
- Choice can affect important ratios used in debt contracting
- Changing methods is allowed, but you need to report using **both** then
 - From our enhancing characteristic of *comparability*
- Reliability
 - FIFO leaves the most recent purchases in inventory, so the balance sheet numbers are more reliable
 - LIFO puts the most recent purchases in COGS, so the income statement numbers are more reliable
 - Average cost is between the two

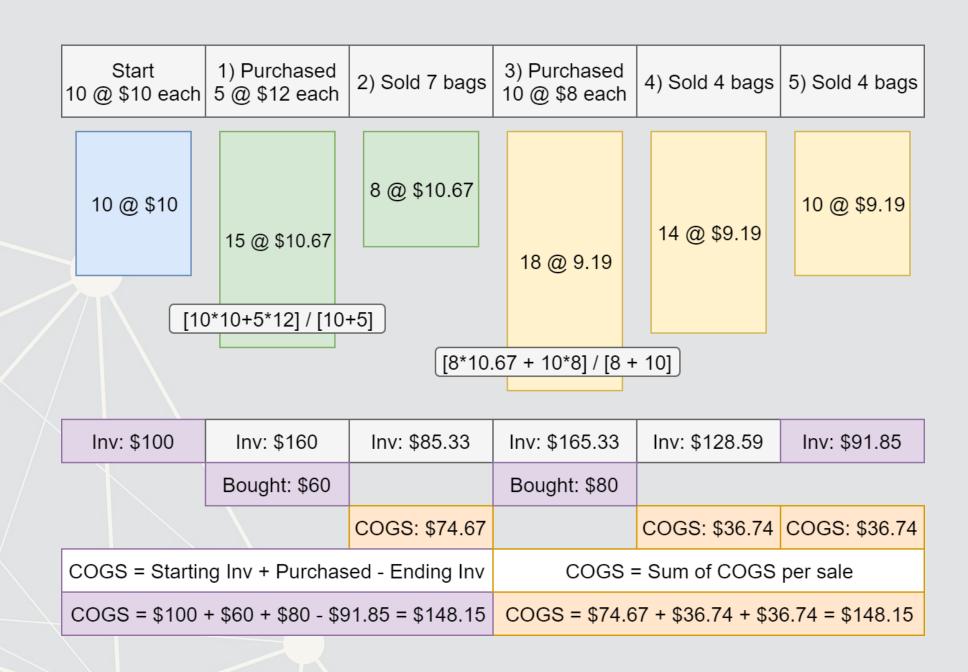
Example: FIFO, Perpetual



Example: LIFO, Perpetual

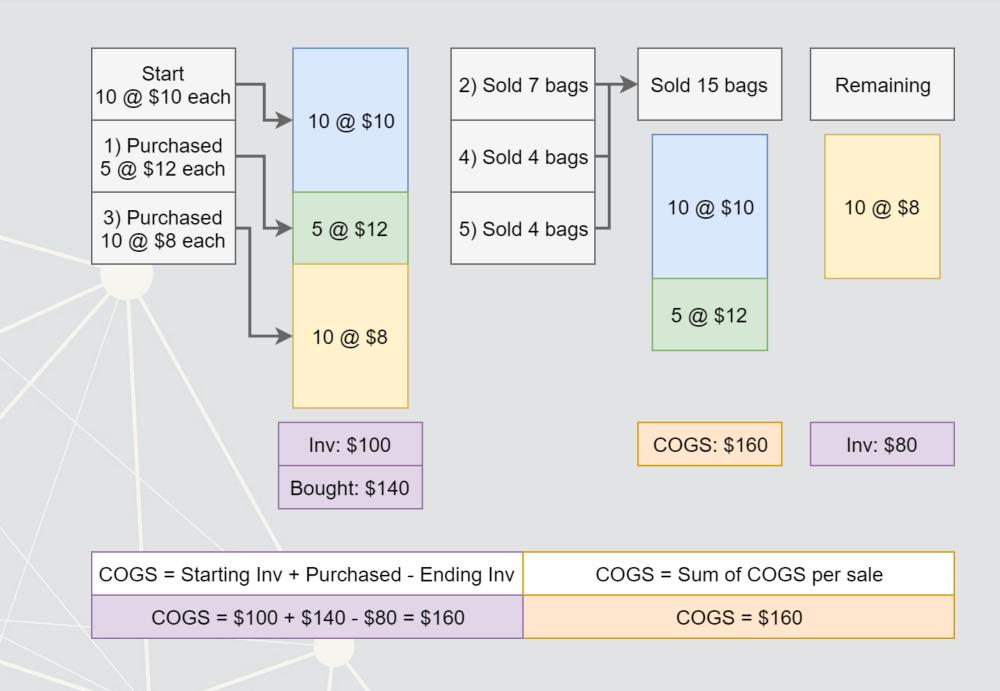


Example: Average cost, Perpetual

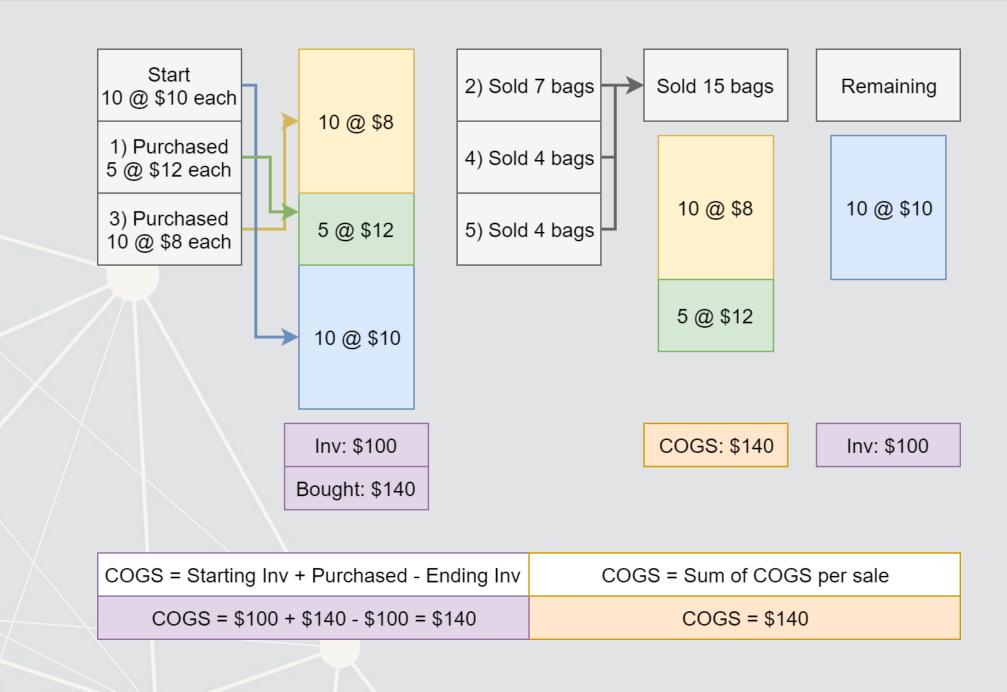




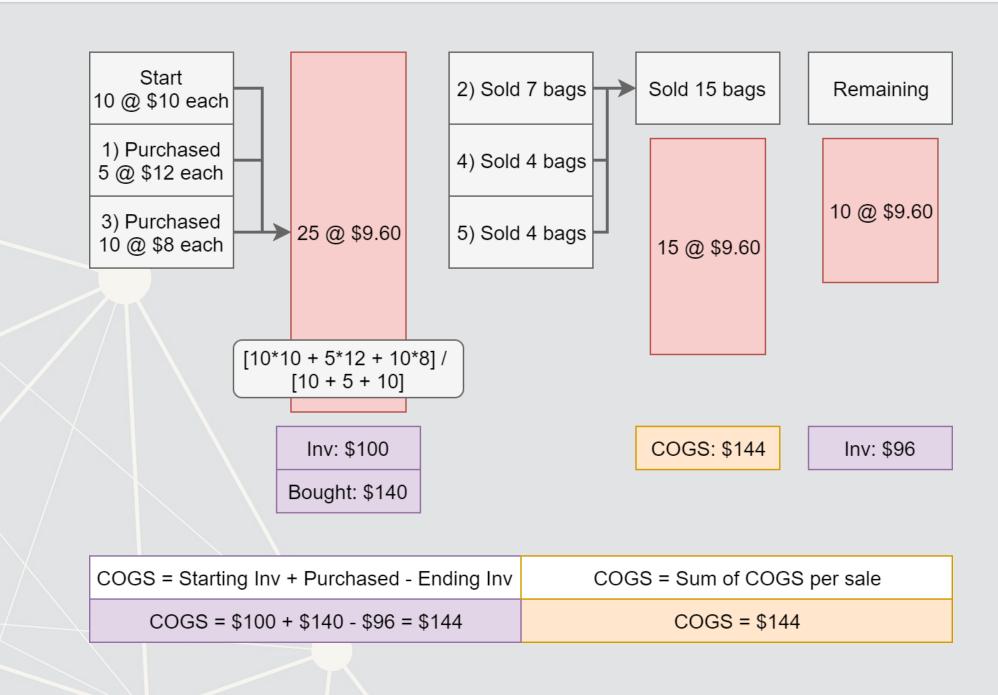
Example: FIFO, Periodic



Example: LIFO, Periodic

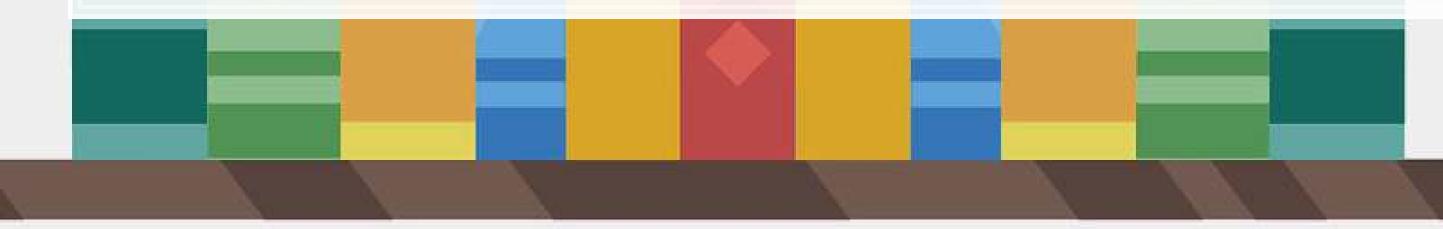


Example: Average cost, Periodic



Inventory: Effects on Financial statements

- Inventory goes to the balance sheet
 - Almost always a current asset
 - Slow moving inventories can be non-current assets
- Purchase discounts decrease inventory
- COGS is an expense \Rightarrow goes to income statement
- Sales returns and allowance, sales discount affect income statement
 - Decrease net revenue
- Inventory write-downs decrease net income
 - Reversals are gains \Rightarrow increase OCI





Practice

Situation: Coffee Corp started the year with 100 coffee cups for sale, each originally purchased at \$8. Determine the cost of goods sold under each inventory system given the transactions on the right.

- FIFO, Perpetual
- LIFO, Perpetual
- Average cost, Perpetual
- FIFO, Periodic
- LIFO, Periodic
- Average cost, Periodic

1. Sold 40 cups

- 2. Purchased 60 cups, \$10 each
- 3. Sold 90 cups
- 4. Purchased 90 cups, \$12 each
- 5. Sold 80 cups

An Excel template for this is on eLearn

Solutions

- 1. FIFO, Perpetual: \$2,000
 - Remaining: 40 @ \$12
- 2. LIFO, Perpetual: \$2,120
 - Remaining: 10 @ \$12, 30 @ \$8
- 3. Average cost, Perpetual: \$2,030
 - Remaining: 40 @ \$11.25
- 4. FIFO, Periodic: \$2,000
 - Remaining: 40 @ \$12
- 5. LIFO, Periodic: \$2,160
 - Remaining: 40 @ \$8
- 6. Average cost, Periodic: \$2,083.20
 - Remaining: 40 @ \$9.92



Solution: FIFO, Perpetual

Start 100 @ \$8 each	1) Sold 40 cups	2) Bought 60 cups @ \$10 each	3) Sold 90 cups	4) Bought 90 cups @ \$12 each	5) Sold 80 cups
100 @ \$8	60 @ \$8	60 @ \$8	30 @ \$10	30 @ \$10	40 @ \$12
		60 @ \$10		90 @ \$12	
Inv: \$800	Inv: \$480	Inv: \$1,080	Inv: \$300	Inv: \$1,380	Inv: \$480
		Bought: \$600		Bought: \$1,080	
	COGS: \$320		COGS: \$780		COGS: \$900
COGS = Startir	ng Inv + Purchas	ed - Ending Inv	COGS = Sum of COGS per sale		
COGS = \$800	+ \$600 + \$1,080 -	\$480 = \$2,000	COGS = \$320 + \$780 + \$900 = \$2,000		



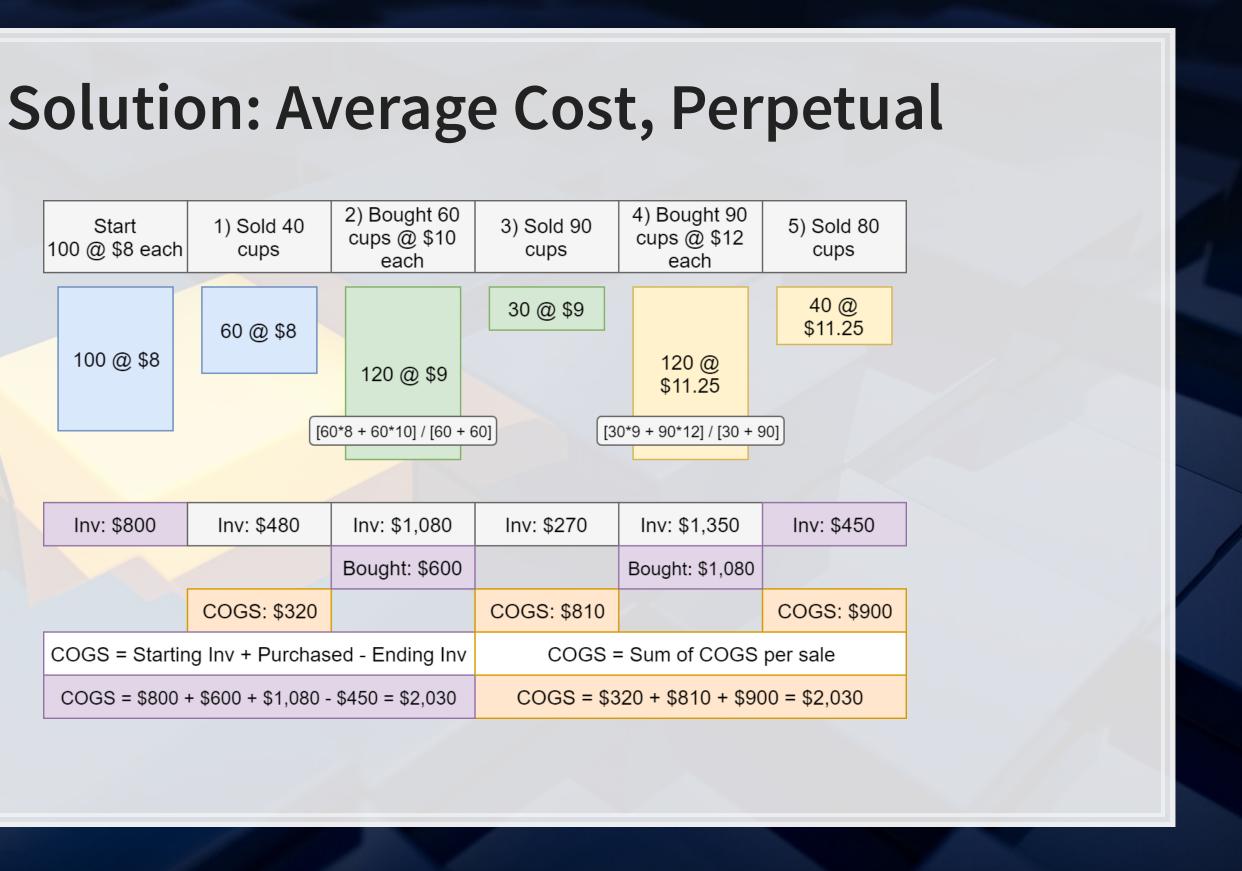


Solution: LIFO, Perpetual

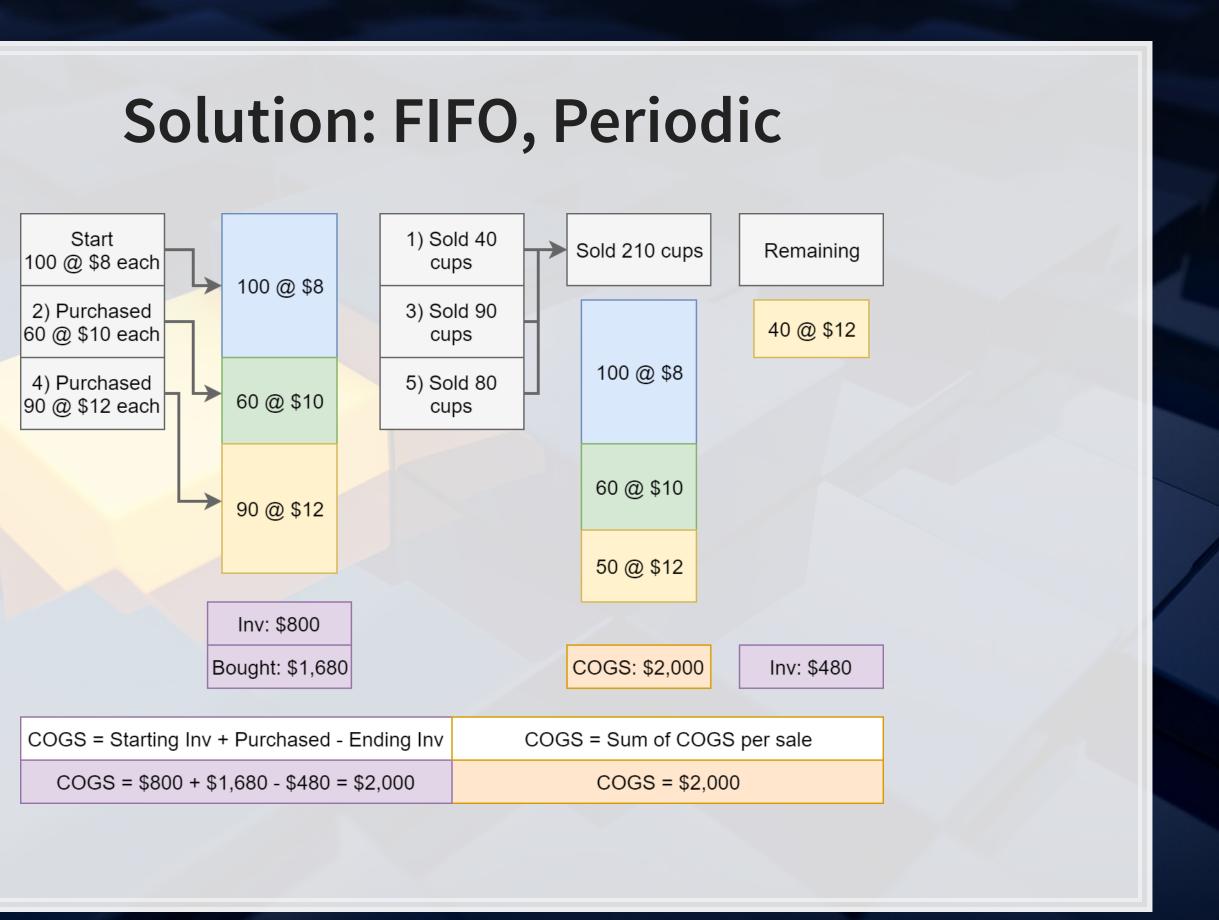
	Start 100 @ \$8 each	1) Sold 40 cups	2) Bought 60 cups @ \$10 each	3) Sold 90 cups	4) Bought 90 cups @ \$12 each	5) Sold 80 cups
	100 @ \$8	60 @ \$8	60 @ \$10	30 @ \$8	90 @ \$12	10 @ \$12 30 @ \$8
[60 @ \$8		30 @ \$8	
	Inv: \$800	Inv: \$480	Inv: \$1,080	Inv: \$240	Inv: \$1,320	Inv: \$360
			Bought: \$600		Bought: \$1,080	
		COGS: \$320		COGS: \$840		COGS: \$960
	COGS = Startir	ng Inv + Purchas	ed - Ending Inv	COGS = Sum of COGS per sale		
	COGS = \$800	+ \$600 + \$1,080 -	\$360 = \$2,120	COGS = \$320 + \$840 + \$960 = \$2,120		

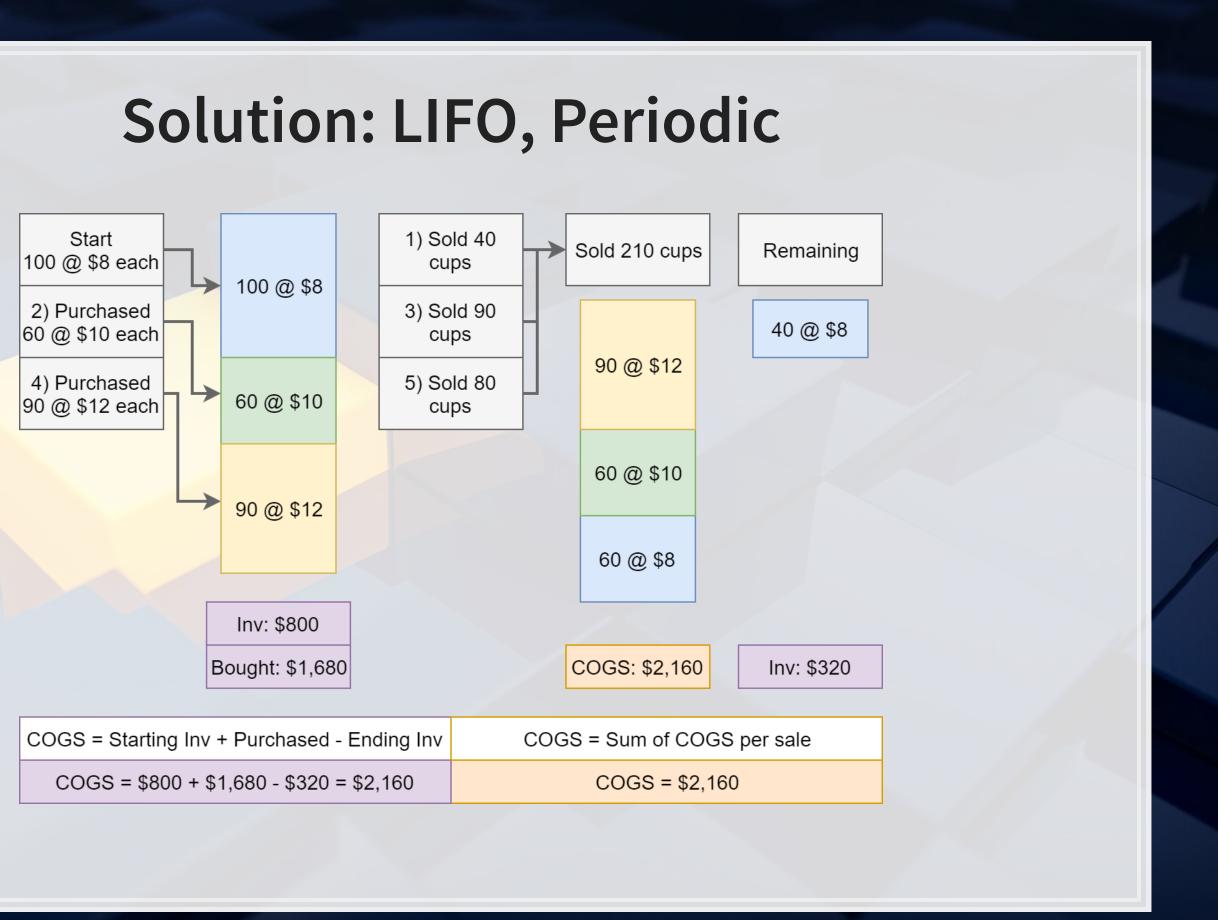


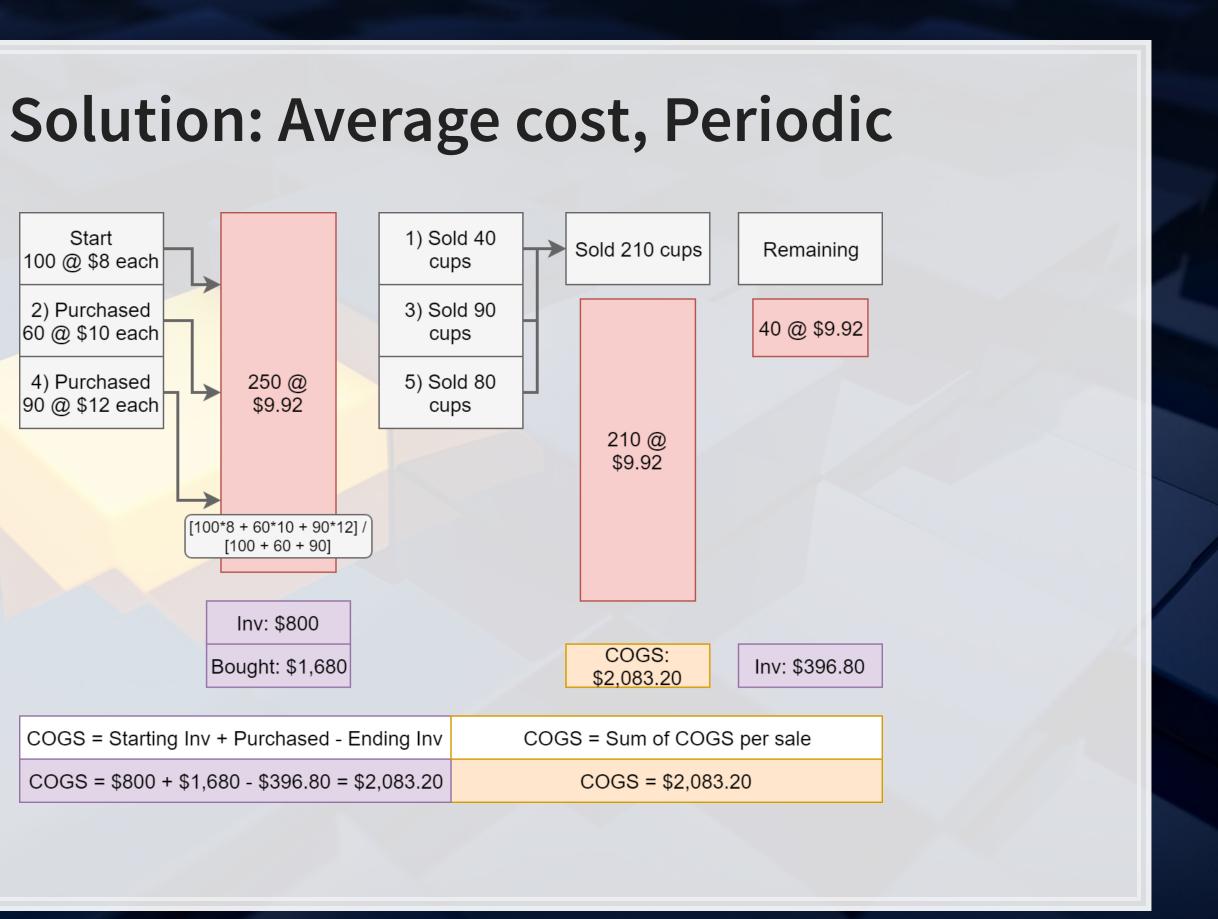












End Matter





For next week

- 1. Read the pages for next week
 - Chapter 7 (PP&E, Intangibles)
- 2. No homework
- 3. Practice on eLearn: Journal entries #2
 - Focuses on inventory
 - Automatic feedback provided



