

Problem 13-23 (60 minutes)

1. Selling price per unit.....	\$32
Variable expenses per unit.....	<u>18</u> *
Contribution margin per unit.....	<u>\$14</u>
* $\$10.00 + \$4.50 + \$2.30 + \$1.20 = \$18.00$	
Increased sales in units (60,000 units $\times$ 25%).....	15,000
Contribution margin per unit.....	<u>$\times$ \$14</u>
Incremental contribution margin	\$210,000
Less added fixed selling expenses	<u>80,000</u>
Incremental net operating income	<u>\$130,000</u>

Yes, the increase in fixed selling expenses would be justified.

2. Variable manufacturing cost per unit.....	\$16.80 *
Import duties per unit.....	1.70
Permits and licenses ($\$9,000 \div 20,000$ units).....	0.45
Shipping cost per unit	<u>3.20</u>
Break-even price per unit	<u>\$22.15</u>

$$*\$10 + \$4.50 + \$2.30 = \$16.80.$$

3. The relevant cost is \$1.20 per unit, which is the variable selling expense per Dak. Because the irregular units have already been produced, all production costs (including the variable production costs) are sunk. The fixed selling expenses are not relevant because they will be incurred whether or not the irregular units are sold. Depending on how the irregular units are sold, the variable expense of \$1.20 per unit may not even be relevant. For example, the units may be disposed of through a liquidator without incurring the normal variable selling expense.
4. If the plant operates at 30% of normal levels, then only 3,000 units will be produced and sold during the two-month period:

$$\begin{aligned} 60,000 \text{ units per year} \times 2/12 &= 10,000 \text{ units.} \\ 10,000 \text{ units} \times 30\% &= 3,000 \text{ units produced and sold.} \end{aligned}$$

Problem 12 23 Solution Managerial Accounting

**Susan Hermanson, James Don
Edwards, Roger Hermanson**



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