

[Establish Ownership]

3 terms of sale in order to establish ownership:

1. FOB Shipping Point

As soon as the products are sold, the buyer has ownership of them.

2. FOB Destination Point

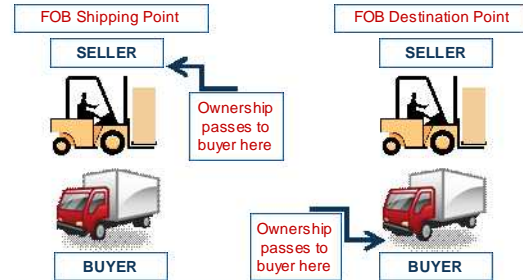
The buyer only has ownership of the products when they arrive at the buyer's place.

3. Consignment Basis

Ownership rests with the shipper until the product is sold to the customer. This is NOT inventory for the company selling these products at their location.



[Establish Ownership Terms of Sale]



[Journal Entries]

When inventory is purchased:

DR Purchases
CR A/P or Cash

1

At the end of the period, any amount **not sold** is:

DR COGS
CR Purchases

3

When inventory is sold:

DR A/R or Cash
CR Sales

2

At the end of the period, any amount **not sold** is:

DR Inventory
CR Purchases

4

Purchases a/c goes down to "0"

The Question is what \$\$ VALUE is used for COGS & Inventory at the end of the period?



[Recording Freight Costs]

General Journal				J1
Date	Account Title and Explanation	Ref	Debit	Credit
May 4	Freight In		150	
	Cash			150
	To record payment of freight.			

When the buyer pays for the freight costs separately, the account **Freight In** is debited and **Cash** is credited.



[Valuation Method - JIT]

✓ The **specific identification method** tracks the **actual physical flow** of the goods.

✓ Each item of inventory is marked, tagged, or coded with its specific unit cost.

✓ It is most frequently used when the company sells a limited variety of high unit cost items such as cars, land.



[Valuation Method - FIFO]

✓ The FIFO method assumes that the earliest goods purchased are the first to be sold.

✓ Often reflects the actual physical flow of inventory.

✓ The costs of the earliest goods purchased are the first to be recognized as COGS.

✓ The costs of the most recent goods purchased are recognized as the ending inventory.



[Valuation Method - AC]

- ✓ The AC method assumes that the goods available for sale are homogeneous (the same).
- ✓ A weighted average of all purchase costs is calculated to determine the AC per unit.
- ✓ The weighted average unit cost is then applied to the units sold to determine the COGS.
- ✓ The weighted average unit cost is also applied to the units on hand to determine the ending inventory.



[Valuation Method - LIFO]

- ✓ The LIFO method assumes that the latest goods purchased are the first to be sold and that the earliest goods purchased remain in ending inventory.
- ✓ Rarely coincides with the actual physical flow of inventory.
- ✓ As goods are purchased, they are assumed to be for sale first, regardless of the date of purchase.
- ✓ Not used in Canada.



[Effects of Valuation Methods on F/S]

Income Statement Effects	Balance Sheet Effects
<ul style="list-style-type: none"> • In periods of inflation, FIFO reports the highest NI, LIFO the lowest, and AC falls in the middle. • In periods of deflation, LIFO reports the highest NI, FIFO the lowest, and AC falls in the middle. • When prices are constant, all methods will provide the same results. 	<ul style="list-style-type: none"> • FIFO produces the best B/S value since the inventory costs are closer to their current or replacement costs.



[COGS & Inventory]

- ✓ COGS is an I/S account
- ✓ Sales – COGS = Gross Profit
- ✓ Gross Profit – Expenses = Net Income
- ✓ $COGS = BI + Purchases - EI$
- ✓ EI is the inventory asset account in B/S



[Additional Notes]

- | | | | |
|---------------------|-----------|------------------|------|
| Beginning Inventory | Purchases | Ending Inventory | COGS |
|---------------------|-----------|------------------|------|
- ✓ Both BI & EI appear on the I/S. Only EI appears on the B/S.
 - ✓ The EI of one period automatically becomes the BI of the next.
 - ✓ Inventory errors affect the determination of COGS, NI, current assets, & OE.
 - ✓ A company must use its chosen valuation/costing/cost-flow method consistently from one accounting period to the next.
 - ✓ When a company changes its valuation/costing/cost-flow method, the change & its effects on NI should be disclosed in the notes to the F/S.



[Recording Sales and Sales Returns]

Current GAAP

You sell \$3,000 of goods to a customer on cash

DR Cash 3,000
CR Revenue 3,000

The customer returns \$300 of goods

DR Sales Returns 300
CR Cash 300

Proposed GAAP

You sell \$3,000 of goods to a customer on cash

DR Cash 3,000
CR Revenue 2,700
CR Unearned Rev 300

At the end of the YEAR:

1. Customer returns \$300 of goods
2. Customer returns \$200 of goods
3. Customer returns \$400 of goods



[Proposed GAAP]	
Customer returns \$300 of goods	Customer returns \$400 of goods
DR Unearned Rev 300 CR Cash 300	DR Unearned Rev 300 DR Revenue 100 CR Cash 400
Customer returns \$200 of goods	
DR Unearned Rev 300 CR Cash 200 CR Revenue 100	<p>§ Only 1 of these 3 journal entries is to be recorded at the end of the year.</p> <p>§ This is an ADJUSTING ENTRY involving unearned revenue.</p>

[Recording Purchases & Purchase Returns]	
Current GAAP	Proposed GAAP
You buy \$3,000 of goods from a supplier on cash	You buy \$3,000 of goods from a supplier on cash
DR Purchases 3,000 CR Cash 3,000	DR Purchases 2,700 DR Deferred P 300 CR Cash 3,000
You return \$300 of goods	At the end of the YEAR:
DR Cash 300 CR Purchase Returns 300	1. You return \$300 of goods 2. You return \$200 of goods 3. You return \$400 of goods

[Proposed GAAP]	
You return \$300 of goods	You return \$400 of goods
DR Cash 300 CR Deferred P 300	DR Cash 400 CR Deferred P 300 CR Purchases 100
You return \$200 of goods	
DR Cash 200 DR Purchases 100 CR Deferred P 300	<p>§ Only 1 of these 3 journal entries is to be recorded at the end of the year.</p> <p>§ This is an ADJUSTING ENTRY involving deferred purchases (a type of prepaids).</p>

[Proposed GAAP]	
These entries are to be performed DURING the year.	
Customer returns \$100 of goods	You return \$100 of goods
DR Unearned Rev 100 CR Cash 100	DR Cash 100 CR Deferred P 100