

Master Budget with Supporting Schedules

You have been hired as a management trainee by Cravat Sales Company, a nationwide distributor of designer silk ties. The company has an exclusive franchise on the distribution of the ties, and sales have grown so rapidly over the last few years that it has become necessary to add new members to the management team. You have been given responsibility for all planning and budgeting. Your first assignment is to prepare a master budget for the next three months, starting April 1. You are anxious to make favorable impression on the President and have assembled the information below.

The company desires a minimum ending cash balance each month of \$10,000. The ties are sold to retailers for \$8 each. Recent and forecasted sales in units are as follows:

January (actual).....	20,000	June.....	60,000
February (actual).....	24,000	July.....	40,000
March (actual).....	28,000	August.....	36,000
April	35,000	September.....	32,000
May	45,000		

The large buildup in sales before and during June is due to Fathers' Day. Ending inventories are to equal 90% of the next month's sales in units. The ties cost the company \$5 each. Purchases are paid for as follows: 50% in the month of purchase and the remaining 50% in the following month. All sales are on credit, with no discounts, and payable within 15 days. The company has found, however, that only 25% of a month's sales are collected by month-end. An additional 50% is collected in the following month, and the remaining 25% is collected in the second month following sale. Bad debts have been negligible.

The company's monthly operating expenses are given below:

Variable:

Sales commissions..... \$1 per tie

Fixed:

Wages and salaries..... \$22,000

Utilities

\$14,000

Insurance

\$1,200

Depreciation.....

\$1,500

Miscellaneous.....

\$3,000

Master Budget Cravat Sales Company

VM Jensen



Master Budget Cravat Sales Company:

Merchants Record and Show Window ,1930 *Who's who in Commerce and Industry* ,1965 **The Billboard** ,1936
Princeton Alumni Weekly ,1940 **Who's who of Emerging Leaders in America** ,1991 **"The" Illustrated**
London News ,1867 **Billboard Music Week** ,1936 *The Examiner* ,1862 **Freunds Musical Weekly** ,1894
Gleason's Pictorial Drawing-room Companion Maturia Murray Ballou,1855 **Mining Engineering** ,1973 Vol 3
includes v 190 of the Transactions *Who's who in the East* ,1948 Includes names from the States of Connecticut Delaware
Maine Maryland Massachusetts New Hampshire New Jersey Pennsylvania Rhode Island Vermont and West Virginia and in
Canada from the Provinces of New Brunswick Newfoundland Nova Scotia Prince Edward Island and Quebec also includes the
eastern half of Ontario and no longer includes West Virginia 1994 *Outlook* Alfred Emanuel Smith,Francis Walton,1871
Gleason's Pictorial Drawing-room Companion ,1855 *Sales and Idea Book* ,1948 **The Film Encyclopedia** Ephraim
Katz,1994 Gay and Lesbian Cinema p 513 514 **Funk & Wagnalls New Comprehensive International Dictionary of**
the English Language ,1980 **Variety's Complete Home Video Directory** ,1988 **The Film Encyclopedia 7th Edition**
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