

Chapter 6

Reporting and Interpreting Sales Revenue, Receivables, and Cash

ANSWERS TO QUESTIONS

1. The difference between sales revenue and net sales includes the amount of goods returned by customers because the goods were either unsatisfactory or not desired, sales discounts given to business customers, and credit card fees charged by credit card companies (also refer to the answers given below to questions 3, 4 and 5).
2. Gross profit or gross margin on sales is the difference between net sales and cost of goods sold. For example, assuming sales of \$100,000, and cost of goods sold of \$60,000, the gross profit on sales would be \$40,000.
3. A credit card discount is the fee charged by the credit card company for services. When a company deposits its credit card receipts in the bank, it only receives credit for the sales amount less the discount. The credit card discount account either decreases net sales (it is a contra revenue) or increases selling expense.
4. A sales discount is a discount given to customers for payment of accounts within a specified short period of time. Sales discounts arise only when goods are sold on credit and the seller extends credit terms that provide for a cash discount. For example, the credit terms may be 1/10, n/30. These terms mean that if the customer pays within 10 days, 1% can be deducted from the invoice price of the goods. Alternatively, if payment is not made within the 10-day period, no discount is permitted and the total invoice amount is due within 30 days from the purchase, after which the debt is past due. To illustrate, assume a \$1,000 sale with these terms. If the customer paid within 10 days, \$990 would have been paid. Thus, a sales discount of \$10 was granted for early payment.

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