

Question 2

During January, Hargreaves & Hargreaves Ltd had the following sales:

	Units	Value
January	100	£100
February	120	£120
March	150	£150
April	180	£180
May	200	£200

Required:

1. What would be the expected number of units sold in each month of the year, assuming constant sales?

4 The unit method

Using the unit method, it is easy to work out:

- Selling expenses (including salaries in £ and £ per unit)
- Cost of sales and, hence, what is sold (including unit cost)
- Gross profit (including selling expenses and unit cost)

It is also possible to calculate the selling expenses for a given number of units or value of sales, and the cost of sales for a given number of units or value of sales.

Example of unit cost

- 1. Sales revenue: £100,000. Selling cost: £10,000. Cost of sales: £80,000. Selling expenses: £10,000. Selling cost per unit: £100,000 ÷ 1,000 = £100. Selling cost per unit: £10,000 ÷ 1,000 = £10. Selling cost per unit: £80,000 ÷ 1,000 = £80.
- 2. Selling cost per unit: £100. Selling cost per unit: £10. Selling cost per unit: £80.

Unit method (1)

For a given number of units, the selling cost and the cost of sales can be calculated. For example, if 1,000 units are sold, the selling cost is £100,000 and the cost of sales is £80,000.

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