

Master Budget

Final version

Master Budgeting at Cravat Sales Company

Cravat Sales Company is a nationwide distributor of a designer's silk ties with an exclusive franchise for that distributor in that line, and sales have grown rapidly over the last three years. Peter Koval, Koval sales representative for all planning and budgeting, has been assigned to be prepared a master budget for the next 3 months, starting April 1st. You are going to make a thoughtful impression on the president and have assembled the information below:

- The company has a minimum ending cash balance each month of \$10,000. This has not had to happen for 18 months. Planned and forecasted sales in units are as follows: The large spike in sales, both in April and during July is due to Father's Day. Ending inventories and beginning inventory are in thousands of units. Forecasted monthly business units. That they want the company's 5% profit.
- Purchases are paid in advance, 50%, 40% on credit, and the remaining 10% in the following month.
- All sales are on credit, with no discounts, and payment within 30 days, however, only 20% of all monthly sales are collecting receivables. All additional 10% is collected the following month, and the remaining 10% is collected in the second month following sale. Cash sales have been negligible.
- The company's selling and administrative expenses are given below:

Variable monthly expenses

Sales commissions (per unit) \$ 1.00

Fixed monthly expenses

- Depreciation on vehicles \$20,000,000
- Rent on building \$200,000
- Insurance \$ 1,000,000
- Depreciation on cars \$50,000
- Advertising \$200,000

All selling and administrative expenses are paid during the month, in cash, with the exception of depreciation and insurance applied. Advertising provided during May for \$20,000 cash.

The company desires dividends of \$10,000 each quarter, payable in the first month of the following quarter.

The company's balance sheet at March 31 is given below:

The company has an agreement with a bank that allows it to borrow or prepay up to \$5,000 at any

Cravat Sales Company Solution

Marco Cascella



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