|  | Cost types |  | Cost centers | Cost objects |
| :---: | :---: | :---: | :---: | :---: |
|  | Direct costs | Overhead costs |  |  |
| Design department |  |  | $\times$ |  |
| Ball bearings | $\times$ |  |  |  |
| Skateboard |  |  |  | $\times$ |
| Screws \& nuts | $\times$ |  |  |  |
| Assembly department |  |  | $\times$ |  |
| Grinder maintenance |  | $\times$ |  |  |
| Wood | $\times$ |  |  |  |
| Grinding material |  | $\times$ |  |  |
| Adhesive coating (Grip) | $\times$ |  |  |  |
| Storeroom |  |  | $\times$ |  |
| Axles | $\times$ |  |  |  |
| Longboard |  |  |  | $\times$ |
| Wheels | $\times$ |  |  |  |
| Building maintenance |  | $\times$ |  |  |
| Packaging department |  |  | $\times$ |  |


| 2 |  |  |
| :--- | :--- | ---: |
| a Number of hours worked per cost center |  |  |
| b Room size (square or cubic meters) |  |  |
| c Machine hours |  |  |
|  |  |  |
| 3 |  |  |
| Calculation of fixed costs |  |  |
| Material overhead costs | CHF | 37,500 |
| Production overhead costs | CHF | 125,000 |
| Administrative overhead costs | CHF | 40,000 |
| Sales and marketing overhead costs | CHF | 22,500 |
| Total fixed costs | CHF | 225,000 |
|  |  |  |
| Calculation of variable costs | Cost/unit |  |
| Variable material costs per unit | CHF | 25.00 |
| Variable production costs per unit | CHF | 10.00 |
| Variable sales costs per unit | CHF | 2.50 |
| Total variable costs/unit | CHF | 37.50 |


| Contribution margin I: |  | (per unit) |
| :--- | :--- | ---: |
| Net proceeds (sales price) | CHF | 100.00 |
| -Variable costs | CHF | -37.50 |
| Contribution margin I | CHF | 62.50 |

## Break-even point

$\frac{\text { Total fixed costs }}{\text { Contribution margin I }}=\frac{\text { CHF 225,000 }}{\text { CHF 62.50 }}=3,600$ units

The break-even point is 3,600 units. If the enterprise sells more than 3,600 units, it makes a profit. If it sells less than 3,600 pieces, it has to face a loss.


The supplier, Tschepp, issues Peter Fischer an invoice in the amount of CHF 14,250. If Mr. Fischer pays the invoice within 10 days, he can deduct the $2 \%$ cash discount from the net credit purchase price and only have to transfer CHF 13,965.
Particularly important here is that that the supplier has already noted the quantity discount of $5 \%$ on the invoice and deducted it from the invoice amount.

| 5 |  |
| :--- | ---: |
| Calculation of the net sales price | (in CHF) |
| Cost value | 150 |
| + Overhead costs | 30 |
| = Cost price | 180 |
| + Net profit | +27 |
| $=$ Net sales price | 207 |

The net sales price of a fitness machine would be CHF 207.

a The gross credit sales price amounts to CHF 21,568. As in Question 4, it is important to consider when calculating the gross credit sales price that the retailer discount has already been noted on the customer invoice.
b The invoice amounts to CHF 18,980 (the retailer discount is already deducted). In the case of compliance with the discount condition (e.g., if paid within 10 days), the customer may deduct a further $2 \%$.

