

D. Increases in production equipment

Discussion: A, C, and D are product costs, salaries within selling & administrative costs are period costs.

4. Last month 10,000 units of a product were manufactured, and the total cost per unit was \$60. At this level of production the variable cost is \$30 per unit and the fixed cost is \$30 per unit. If 12,000 units are manufactured the next month, and the costs remain within the same relevant range,

- Total variable cost will remain unchanged.
- Fixed costs will increase in total.
- Variable cost per unit will increase.
- Total cost per unit will decrease.**

Discussion: Numerically, the unchanging fixed cost is $\$30 \times 10,000 = \$300,000$. The cost for 10,000 units = 10,000 units * \$30 variable cost + fixed cost of \$300,000 = \$300,000 + \$300,000 = \$600,000. The total cost per unit is $\$600,000 / 10,000 \text{ units} = \60 per unit. Alternatively, when production increases, fixed costs per unit decrease because the same fixed cost is spread over more units, so total cost per unit will decrease.

5. The following costs were incurred in September:

Direct materials	\$100,000
Direct labor	25,000
Manufacturing overhead	17,000
Selling expenses	30,000
Administrative expenses	27,000

Prime costs during the month totaled

- \$175,000
- \$125,000
- \$125,000**
- \$100,000

Discussion: Prime costs are direct labor and direct material costs.

6. ABC Corporation sells its product for \$100.00 per unit. In 2010 the company had total sales in units of 6,000. The total costs were the following:

Variable cost of sales	\$417,000
Fixed cost of sales	100,000
Variable selling & administrative costs	100,000
Fixed selling & administrative costs	112,000

What is the best estimate of the total contribution margin?

- \$4,000
- \$107,000
- \$407,000**
- \$400,000

Discussion: Total Contribution Margin = Total Sales - Total Variable Costs. Total Sales = $100.00 \times 6000 = 600,000$. Total Variable Costs = $417,000 + 100,000 = 517,000$. Contribution Margin = $600,000 - 517,000 = 83,000$

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