# Shortcomings and Possibilities of Improvement Concerning Cost Calculation in the Furniture Industry

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### Abstract:

This paper treats the shortcoming and the exigencies regarding the cost calculation of the products obtained by the manufacturing entities from furniture industry and presents the possibilities to improve it.

In Romania, a large part of entities from furniture industry apply the "Job Order Method "as a part of the cost calculation of the products .

An issue also treated in this article is the evaluation of the work in process whose value various from one period to another.

In our paper we propose a method of the cost calculation through the mediation of the management accounts with respect of the production cost principles regulated by the International Accounting Standards IAS 2 "Stocks" and by the Romanian legislation . Also, we propose an evaluation model of the production in work in process at the end of the period.

Keyords: method on order, Cost calculation, furniture industry

### Shortcomings of cost calculation in the furniture industry

In the circumstances of strong competition manifesting itself in the field of the furniture manufacturing/trading, the managers of various hierarchic levels need information concerning the forecast assessment of consumptions and the evolution of costs, as well as a efficient monitoring of the effective amount of expenses and of their structure, of the deviations from the planned level, of the causes which generated these deviations.

The method on order, used in the cost calculation, by a significant number of entities in the furniture industry, is considered a classical, traditional calculation method. Due to their application methodology, traditional methods are very much criticised, as they are not appropriate for the necessities of modern management; consequently, they call for adaptation and improvement.

The classical methods are part of the historical system of calculation, based on the calculation of the historical cost and oriented towards the performances registered in the past. So, the fact that the supplied information has a historical nature characterizes the classical methods which have as an objective the periodical assessment of the complete effective cost after the completion of the manufacturing process. Consequently, one of the shortcomings of the method on order consists in the fact **that it does not ensure the effective and systematic control of the operating expenses that can be included into costs**. By calculating the complete effective cost after the end of the manufacturing process, the personnel in charge with accounting no longer has enough time to analyse in more detail the manufacturing expenses and to come with proposals for their reduction. Thus the entity management is deprived of an efficient instrument meant to improve the activity. Another shortcoming in the case of the methods of calculation of the complete effective cost calculation method is represented by the **ignoring of the effects of the activity variation upon the expenses**. The complete cost calculation is based on the division of the costs into direct costs and indirect costs on cost bearers. This differentiation does not take into account the dependence of costs upon the (variable costs and overhead costs), consequently, the settlement of costs on cost bearers is not made rationally, i.e.

function of their origin. In the cost calculation model, within many entities in the furniture industry, the planned, precalculated cost system is used. As presented in the specialty papers, the generalization of the cost methods planned in the economy of the enterprises in our country between 1951 - 1990, when we passed from the centralized economy to the market economy, suppressed the exclusive post-factual nature of the cost calculation and created the possibility of comparing and controlling effective costs. However, the planned cost calculation methods do not include in their working technique adequate concrete effective monitoring of manufacturing and of reporting the deviations from the plan. The effective monitoring of the main manufacturing consumptions through consumption rates and workloads is limited to the quantitative aspect and has the main purpose of creating a data base for the planning of the activity performed during the next period and is less used for the information of the entity decision makers. In what the deviations of the effective expenses from the pre-established level, Iam stressing the fact that they are merely determined as simple amounts (of the excess or economies as compared with the precalculated value), without the determination of the places of factors that have generated them, as well as the persons responsible for their occurrence. The subsequent calculations and investigations imply are labour intensive and do not have available information, be it registered in documents or not, thus leading in most of the cases, to the belated assessment of deviations or to the impossibility of determining the causes of these deviations. The methods using the orders can also be attributed other

The methods using the orders can also be attributed other disadvantages:

- It does not ensure, at the end of the management period, the determination of the real production costs, because the fulfilment of some orders continues over the next periods
- There are difficulties if only part of the quantity launched into production was manufactured and delivered to the customer or handed over to the store. Foe example, there are problems concerning the evaluation of these quantities because the effective cost of the products afferent to the launched order cannot be assessed at the end of the month, but only after the completion of the order. For the evaluation of the quantity of finished product, the preestablished cost or the cost of such products from a previous period is usually used. This assessment leads to the distortion of the costs afferent to the production which is in the process of being fulfilled, as well as of the effective costs of the products determined on the occasion of the completion of orders, and implicitly, of the financial results afferent to the management period
- In the case of the entities in the furniture industry, due to the periods of the finalisation of orders, (two months as an average), at the end of the management period many orders appears as being in the process of fulfilment, and the determination and assessment of

the unfinished production requires a high volume of work, as it can influence the exactness, the quality and the efficiency of the calculation indicators

- Moreover, if the workload vouchers or the vouchers reflecting the consumption of raw materials other materials are not handed over / registered until the conclusion of the respective order, the afferent expenses are not included into the cost of the respective order, they are instead distributed to other orders. The same effect is also produced if certain parts or products, common to several orders, pass, while being manufactured, from one order to another, distorting, in this manner, the cost of the products of various orders
- The distribution of indirect manufacturing expenses, of the EMOCtype (equipment maintenance and operation costs) and GWC-type (workshop general costs), on cost bearers, is made by using an inadequate distribution basis - the directly productive worker salary expenses (direct labour). In the management accounting the fact that special attention must be paid to choosing and using the indirect expense distribution basis is unanimously accepted. This choice is based on four criteria:
- the criterion "cause effect" -implies the identification of the variable which causes the resource consumption, leading to the most credible distribution manner;
- the criterion "advantages received" implies the identification of the beneficiary and the percentage distribution function of the benefits received by each;
- the criterion of the "correctness and equity/equitableness" shows that product is allotted that cost which leads to a reasonable price for everybody. It is used especially in governmental contracts, being considered as having a more elevated objective than the operational criteria;
- the criterion "possibilities of sustaining". The best exemplification of the application of this criterion is represented by the allotment of the salaries of the managers function of the profits of the divisions, according to the principle that where the profit is higher, an important part of expenses can be "sustained".

The most recommended criterion is that of "cause - effect", especially for the information of the cost-type intended for the marketing and personnel motivation decision making. (Horngren et all 1997 in Albu and Albu 2003)

In the model of calculating the cost of the products obtained by entities in the furniture industry, analysed in the course of this research, the bookkeeping in the case of the stocks obtained by manufacturing is performed at the precalculated price which, besides the complete cost, also contains the benefit/the profit (in the case of most of the orders, this precalculated price represents the agreed price specified in the contracts concluded with the beneficiaries. Although, as a result of the performed analysis, in the financial accounting the manufactured stocks are estimated at the production cost composed in conformity with the relevant law provisions, however, besides the previously mentioned shortcoming, in the case of the application of the method using the orders, I found the cost calculation extremely complex and allowing for the possible occurrence of errors. The integrated information system also comprises procedures that perform the cost calculation; however, some distributions and calculations are made manually, on the basis of internally settled rules/regulations.

# $\label{eq:proposals} \mbox{ Proposals concerning the cost calculation improvement in the furniture industry}$

I believe that, by improving the cost information system, and consequently their calculation, the proposals I am about to present will increase the management process quality and efficiency by identifying the information that is able to characterise the cost phenomenon to a greater extent, by reducing the work load and diminishing / eliminating the possibility of error occurrence in the cost calculation. The version of registering and calculating product costs by means of management accounts, which I propose, expresses my opinion, consequently, it is a point of view that can be criticised or supported.

The version proposed for the product cost estimation/costing by means of management accounts according to the movement stages:

I. Take-over of direct costs on orders
• Direct raw materials (wooden components): 921. 01. 01. = 901
xxxx Internal reimbursements
basic wooden related to costs
direct order
activity components
costs
costs
• Direct materials:
921.01. 02. xxxx = 901
direct
• alrect Labour: $-$ 001
direct value
of
manual
direct manual
labour
labour
<ul> <li>employer's contributions related to the wages of the directly</li> </ul>
productive workers:
921.01.03. 02 .xxxx = 901
employer's
contributions
related to
alrect
IADOUR Note: For account 921 we will open analytics consequently for
the direct costs taken over on orders we will have account
921. Analytic 01 which, in its turn, will have analytics on types of
direct costs:
921.01.01 $\rightarrow$ Raw materials (wood)
921.01.02 $\rightarrow$ Direct materials
921.01.03 $\rightarrow$ Costs of the wages of direct labour and
employer's contributions related to them
521.01.05.01 → Wages of direct labour

$\rightarrow$									
	921.01	.03.02	→ E	mployer's	s con	tribut	cions re	elated	to
$\rightarrow$			d	lirect lab	our				
II.	Take-over	of	indirect	producti	on co	sts /	worksho	p (EMOC	+
	GWC)			-				-	
• T	ake-over of	EMOC	(equipme	ent mainte	enance	and op	peration	costs):	
923.	02.	0 y		= 90	1				
indirec	t		EMOC						
equipme	nt								
product	ion								
mainten	ance and								
costs									
operati	on cost- ty	rpe							
• T	ake-over of	GWC	(general	workshop	costs)				
923.	03.	0 z		= 90	1				
	GWC		general						
worksho	p								

\_

cost-type

Note: Indirect production costs EMOC and GWC will be taken over in the analytics opened for account 923, as shown in the model above, on types of expenses. The products and services supplied to/performed for the production workshop by the auxiliary sectors will also be registered in account 923 opened on analytics.

III. The distribution of indirect production costs, on orders

•	The distributi distribution cr this research, finding and us able to express number of equi	on of EMOC iterion used direct labou ing another o s the relation pment operati	on orders by the entity ir, is inade listribution n "case - ef on hours, fo	(I believe that the y where I am developing quate. I am suggesting basis, which should be fect". For example, the r the manufacturing of		
0	the products in		923 02	Total collected amount		
0			525.02 EMOC	on the debit of		
			Шюс	account 923.02		
921.	02. xxxx			EMOC ratio order xxxx		
basic	EMOC or	der				
activi	lty					
costs						
• The distribution of GWC on orders (I also consider that the criterion of distributing GWC on orders, used by the entity where I am performing this research, is inadequate. I am suggesting finding and using a" direct costs + EMOC ratio"-type distribution basis (debit 921.01 + debit 921.02 for each order						
00		=	923.03	Total collected amount		
-			GWC	on the debit of		
				account 923.03		
921.	03. xxxx			GWC ratio order xxxx		
basic	GWC ord	er				

activity costs **Observation:** In this moment, in account 921 opened on analytics for each order, we have the **production cost** afferent for the finished and unfinished production made for each order. 921. Order xxxx

• Direct 921.01.xxxx	costs = 901					
• EMOC ratio						
921.02.xxxx	= 923.02					
• GWC ra	atio					
921.03.xxxx	= 923.03					
Production (finished production)	cost / and	order unfin	xxxx ished			
1,			I			

IV. The unfinished production is estimated and registered at the end of the period, on elements of expenses

The correct estimation of the production in progress has a special importance for the exact calculation of the finished production cost, as well as other company activity performance indicators, like profit, rate of return, etc. For example the overestimation of the production in progress leads to the unjustified reduction of the finished production cost, thus artificially increasing the profit and respectively, the rate of return. On the other hand, the underestimation of the production in progress had the opposite effects, with unfavourable influences on the activity of the company. If, out of an order, only a certain quantity of products was finished and handed over to the warehouse, these products are usually evaluated at the effective production cost of the previous period. This type of evaluation leads to the distortion of the costs afferent to the production in progress and implicitly, of the cost of the finished products at the completion of the order, especially in the situation of the modification of the production effective costs from one period to another.

My proposal concerning the determination / assessment of the unfinished production also implies an additional effort from the personnel implied into cost calculation in order to determine the degree of technical finishing and the elements incorporated into the unfinished products. For example, in the case of an order comprising 50 pieces of LUFA night tables model 4520 (order 1111), when, until the end of the period, out of the entire order, 45 pieces were, I shall determine the value of the unfinished and finished production as follows:



For the 45 pieces of finished products, the degree of integration of the elements composing the production cost is 100%.

Effective	(100%	Х	Costs	of	+100%	Х	Costs	of	+100%	Х	EMOC	+100%	Х	GWC
cost = 45			raw				direct				ratio			Rat
of			materi	als			wages	and						
production			and				accesso	ories						
(for the			direct											
finished			materi	als										
production)														

For the 5 unfinished products, we must analyse, for each of them, the value of the direct raw material and other materials given for consumption and existing into the unfinished products, as well as the finishing percentage from the point of view of manual labour performed by the direct production workers. I am assuming that:

	Raw materials and direct materials	Direct manual labour (% from the total necessary for completion)
For the first	100%	60%
unfinished piece		
For the second	40%	20%
unfinished piece		
For the third	70%	42%
unfinished piece		
For the fourth	100%	80%
unfinished piece		
For the fifth	20%	10%
unfinished piece		

If the raw materials and the direct materials are taken from the warehouse for the whole order and are given for consumption, the percentage taken into account will be 100%. I am also suggesting that the EMOC and GWC ratios for the unfinished production should be taken into account with the same percentage corresponding to direct manual labour. Consequently:

Effective cost of unfinished production for the 5 pieces	=	Costs of raw materials and direct materials	E t	(100%	+40%+70	%+100%+20%)	
		Costs of direct wages and accessories +	f	(60%+	20%+42%	+80%+10%)	
		EMOC ratio +		(60%+	20%+42%	+80%+10%)	
		GWC ratio		(60%+	20%+42%	+80%+10%)	
	=	$\frac{330}{100}$ Costs	3	$+\frac{212}{100}$	Costs	$+\frac{212}{100}$ EMOC	$+\frac{212}{100}\text{GWC}$
		of raw	N	of	direct		
		materials		wages	and		
		and direct	C	acces	sories		
		materials					

We will assume that for order 1111, the amount cumulated on the debit

of account 921. Analitic order 1111 is composed of:

Raw materials and direct materials 921.01.01.1111 → € 40000 921.01.02.1111 Direct labour and accessories 921.01.03.01.1111 € 21000 921.01.03.02.1111 EMOC ratio 921.02.1111→ € 6000 GWC ratio 921.03.1111 → € 4200 = €71200 Total production costs (finished and unfinished production) order 1111 Taking into account the effective cost of the finished production and that of the unfinished production, we will have:  $\rightarrow$  for the : 45 Costs of +45 Costs of +45 EMOC +45 GWC finished raw materials direct wages production and direct and materials accessories  $\rightarrow$  for the : 3.30 Costs +2.12 Costs of +2.12 +2.12 unfinished of raw direct wages EMOC GWC production materials and and direct accessories materials Total expenses =48.30 Costs +47.12 Costs +47.12 +47.12 the of raw of for direct EMOC GWC finished and materials and wages and unfinished direct accessories production materials 48.30 costs of = € 40000  $\Rightarrow$  Costs of 40000 raw materials raw materials =€ = € 48,30 direct and direct 828.157 and / piece materials materials / piece 47.12· costs of = € 21000  $\Rightarrow$  Costs of 21000 = € =€ direct wages direct wages 47.12 445.671 and and accessories accessories / / piece piece 47.12 EMOC = € 6000  $\Rightarrow$  Emoc 6000 =€ = € piece 47,12 127.334 / piece 47.12 GWC = € 4200  $\Rightarrow$  GWC / piece 4200 =€ = € 47.12 89.134 / piece

Consequently, we will have:

Total	expenses/costs	Expenses/costs for the	Expenses/costs for the
for the	unfinished and	finished production	unfinished production
finished	l production		
Raw m	aterials and	45 x 828.157 = € 37267	3.30x 828.157 = € 2733
direct	materials =		

40000 €		
Direct manual labour	45 x 445.671 = € 20055	2.12x 445.671 = € 945
and accessories = $\in$		
21000		
EMOC = € 6000	45 x 127.334 = € 5730	2.12x 127.334 = € 270
GWC = € 4200	45 x 89.134 = € 4011	2.12x 89.134 = € 189

We will register/enter the unfinished production on component elements of the cost as follows:

Raw	materials	933. 01.01.xxxx	=	921.01.01.xxxx
(wooden	L	cost of the		
compone	ents)	unfinished		
		production		
Direct	materials	933.01.02.xxxx	=	921.01.02.xxxx
Direct	manual	933.01.03.01xxxx	=	921.01.03.01.xxxx
labour				
Contrib	outions	933.01.03.02.xxxx	=	921.01.03.02.xxxx
due t	o direct			
wages				
EMOC ra	tio	933.02.xxxx	=	921.02.xxxx
GWC rat	io	933.03.xxxx	=	921.03.xxxx

V. The obtained finished production is entered, at the standard (precalculated) cost

931.xxxx =		=	902. xxxx			
			order			
order			Internal			
The	cost		settlements			
of	the		related to			
obtained			the obtained production			
produ	ction					

The amount corresponding to the book entry will be obtained by multiplying the quantity of finished products from the order by the precalculated production unit cost (precalculated direct costs + EMOC ratio + GWC ratio per product)

VI. The	effective	cost of the	obtaine	d finished production is entered
902.xxxx	= 9	00		Effective production cost
				for the finished production
		921.01.01.xxx	x	$\rightarrow$ raw materials (wood)
		921.01.02.xxx	x	$\rightarrow$ direct materials
		921.01.03.01.	XXXX	$\rightarrow$ direct manual labour
		921.01.03.02.	XXXX	$\rightarrow$ contribution due to
				direct wages
		921.02.xxxx		→ EMOC ratio
		921.03.xxxx		$\rightarrow$ GWC ratio
				142 43
				for finished production
				-

In this moment account 921.xxxx open on each order becomes balanced.

VII. The cost differences for the obtained finished production are determined and entered.

902.Order	XXXX					
Effective	production	cost	(stage	Standard	production	<b>cost</b> (stage
VI)				V)		
902 <b>.</b> xxxx	=	00		931.xxxx	= 902.xxxx	
		921	.01.xxxx			
		921	.02.xxxx			
		921	.03.xxxx			
• The	case effe	ctive	cost >	standard	l cost $\Rightarrow$	economically
unfa	avourable cos	st dif:	ferences	:		-
903	.xxxx	=	902.xxx	ζ	Amount in	black
					(ef c- sto	d c)
• The	case effe	ctive	cost <	standard	l cost $\Rightarrow$	economically
favo	ourable cost	diffe	rences:			-
903	.XXXX	=	902.xxx	2	Amount in	red
					(ef c- sto	d c)

VIII. Taking over the general administration costs of the workshop were the order is fulfilled. 924 = 901 general administration costs

I believe that the usage of goods production planned through the budget **as general administration costs** distribution on workshops, sectors, responsibility centres is inadequate and I would suggest using the criterion of the average of the goods production on a period of three previous months.

IX.	Taking	over	the	general	selling	costs	of	the	workshop	which
	fulfils	the	order	expenses.						
	925		=	901						
	Selling									
	costs									

In a similar way as for the general administration costs, **the selling costs** will be distributed on workshops, sectors, responsibility centres, choosing the basis of the distribution of the obtained and sold finished production on a period of a few previous months, on each workshop or profit centre.

Х.	The	distribution	of	general	administration	and	selling	costs	on
	t	fulfilled orde	rs						

The used distribution basis can be the effective production cost of each order for the distribution of general administration costs and the effective cost of the obtained finished production corresponding to each order for the distribution of selling costs. • The distribution of general administration costs on orders:

00 00		=	924	General workshop	administration	costs	on	the
921. xxxx	04.			General order xxx	administration xx	cost	ratio	on
Administrative order	ē							
costs								
	•			•				
	•			•				

#### • The distribution of general selling costs on orders:

90		=	925	Selling cost on the workshop
921. xxxx	05.			Selling cost ratio on order xxxx
	selling			
order				
costs				
	•			•
	•			•
	•			•

XI. The costs corresponding to the finished production are settled 901 2 931.xxxx The standard cost of the finished products obtained from order xxxx 903.xxxx (black or red) price differences afferent to the finished production obtained from order xxxx 921.04.xxxx General administration costs afferent to order xxxx - finished production\* 921.05.xxxx Selling costs afferent to order xxxx (integral)

\*General administration costs afferent to the finished production (order xxxx) as follows:

Production costs afferent to the finished production (order xxxx)

Production costs afferent to the finished and the unfinished production (order xxxx)

General administration costs distributed on order xxxx

After going through all the stages, final balances will remain.

933	Analytic	on	orders	901	
933.	$01 \rightarrow$	The	value		*production

	1	
of raw		costs. Order xxxx
materials		(unfinished
and direct		production)
materials,		
direct		
wages and		
accessories		
$933.02 \rightarrow EMOC$		*general
		administration
		costs expenses.
		Order xxxx
		(unfinished
		production)
$\frac{\mathbf{S}\mathbf{f}}{\mathbf{S}\mathbf{f}}$	-	
$SJ_D$ – Value of the		
unfinished production		
to production cost on		
order xxxx		
921.04.Analytic on orde:	rs xxxx	
The value of general	General	Production and
administration costs	administration	administration
on order xxxx	costs settled for	costs for the
(unfinished	the finished	unfinished
production)	production (stage	production
	XI)	
$Sf_D = General$		
administration costs		
corresponding to the		
unfinished production		
Observation:		
At the beginning of the	e next period the unfinished	production will be

resumed in order to be finished, by the opposite accounting formula as compared to the one presented at stage IV, on calculation elements:

921.01.xxxx = 933.01.xxxx 921.02.xxxx = 933.02.xxxx 921.03.xxxx = 933.03.xxxx Example: - 921.01.01.xxxx = 933.01.01.xxxx raw materials (wooden components) I am also proposing introducing the following accounts for the calculation of the result on the order:

When the order is completed, the following are entered:

\* the complete product cost / order:

912 1			=	906		
Result /	order	XXXX		The	entire	product
				cost /	' order	XXXX

**Observation:** The amount corresponding to the above-presented entry will be extracted from the account debtor turnover:

$R_D \rightarrow$	921.01.xxxx	Direct costs
$R_{D} \rightarrow$	921.02.xxxx	EMOC
$R_{D} \rightarrow$	921.03.xxxx	GWC
$R_{\rm p} \rightarrow$	921.04.xxxx	Administration costs
$R_D \rightarrow$	921.05.xxxx	Selling costs
Amount $R_{\scriptscriptstyle D}$	921.0(1,2,3,4,5).xxxx	Entire cost for order xxxx

\* the income generated by the products included in the order:

917 1 = Income generated by the products / order xxxx

The value corresponding to the presented entry is obtained by multiplying the negotiated price / contract with the customer by the quantity included in the order (or the price agreed for sale x quantity / order)

9121

Result / order xxxx

\* the adjustment corresponding to the income brought by the order as a result of its modification as compared to the initial situation (if the selling price is modified):

907 8 =	9121 Result / order
Differences Income	xxxx - amount in
generated by the	black (if the selling
products / order xxxx	price is increased )
	or in red (if the
	selling price is
	decreased)

**Observation:** The positive or negative price difference is multiplied by the quantity of the products in the order the price of which was modified. Consequently, the result on the order and implicitly on the products can be calculated with the help of account 9121 / Order analytic.

9121 Result / Order xxxx

The entire	cost	of t	he	product	in	Income	genera	ted	by	the	product
order xxxx						in orde	r xxxx				
9121.xxxx	=			906.xxxx		9071.xx	xx = 91	21.x	XXXX		
						adjustm	ent	of	t	he	income
						generat	ed by	th	le	produ	icts in
						order x	XXX				
						9078.xx	xx = 9	121.	XXXX	x / k	olack or

	red
Case a) $Sf_D$ = loss on order xxxx	Case b) $Sf_C$ = profit on order xxxx
(the entire cost exceeds the income	(the income generated by the
generated by the order)	order exceeds the entire cost of
	the order)

Our proposed model of the cost calculation through the mediation of the management accounts with respect of the production cost principles regulated by the International Accounting Standards IAS 2 "Stocks" and by the Romanian legislation.Stocks' evaluation obtained after manufacturing, under personal administration, is done on the cost of production. The components of the cost of production, according to the national accounting norms (Order of the Public Finance Minister - OMFP 1752/2005) which coincide in this regard with the provisions of the international accounting standards (IAS 2, par. 10), are:

- Direct production expenses (consumption of raw materials and materials, direct manual work)
- Rate of indirect expenses systematically allotted to the obtained good (amortization, maintenance of tools and sections, leading and managing sections).

Regarding the indirect production expenses, one must retain the following aspects. The indirect expenses consist of the fixed and variable production administration. Fixed administration of production includes indirect costs which remain relatively constant, irrespective of the production volume, such as: amortization, maintenance of tools and sections and others. Variable administration includes indirect costs of production which vary proportionally with the production volume, as: indirect costs with materials and labour force. Allotting the fixed administration on the cost of production is done on the basis of the normal capacity of production (normal capacity of production is the production estimated to be obtained, on average, along several cycles of manufacturing, periods or seasons, under normal conditions, having also in view the capacity loss resulted after the planned repairing). Allotting the variable administration on the cost of production is done on the basis of the real capacity of production.

IAS 2 norm as well as the national accounting norms state that one can include within the stocks' cost only expenses supported by the enterprise for their bringing to the state and place where they are, as for example the designing cost of products destined to some clients. But the following are not to be included in the costs, being considered expenses of the period (the exercise):

- Materials' losses, manual work and other production expenses, beyond the normal limits;
- Storing expenses, others than those which separate two stages of the production process;
- General administration expenses which do not contribute to the stocks' bringing to the state and place where they are.

Moreover, I propose creating a few calculation situations, through the integrated information system, by the efficient reflection, during each order, of the quantitative and value differences as compared to the situation of costs on precalculated calculation items. For each quantitative and value deviation, the places and the factors that generated it as well as the persons responsible for their occurrence will be determined. Steps will be taken for the minimisation of the cost exceeding (where it is possible) but not in the detriment of quality, or, in case of economies, for the strict review of the previously made precalculation.

In the specialised literature several simple **deviation analysis possibilities** are indicated:

- The study of the deviation absolute value
- The deviation as percentage of the standard value
- Cumulative deviation
- Figures concerning the previous periods. The comparisons with the previous periods can be useful in the presentation of the business tendencies/trends, but these constitute a guide for the adjustment actions that are necessary only if the actuating factors are the same
- Deviations between similar units of the same group. The comparison must be performed only for units of the same size
- Deviations as compared to the previously made forecasts.(Garbutt in Dennis Lock 2001)

One must take into account the fact that certain deviations can be hidden: they do not appear immediately in the process of comparison with the standard levels. For this reason, one should move to taking actions only after investigating all the facts.

- There are several **potential causes of deviations**:
- 1 External factors, such as:
- Changes of an economical, social or legal nature
- Changes in what the competition is concerned
- Changes in the supply conditions at the domestic or international level.
- 2 Internal factors, such as:
- Changes in the activity system
- Inefficiency
- Changes due to modifications of other elements. For example, the stocks and the debtors vary in comparison with sales, but the same thing also happens with the production or the selling costs.

The inadequate standards can also be responsible for the existing deviations.

In all the cases where deviations from the standards are found, the responsible manager must be called to accounts and must be asked to recommend corrective actions. All the explanations must be collected and reported to the company management who, in their turn, must set the necessary actions and issue clear instructions for their application. The application of the actions must be monitored and reported. Once the decisions related to the adjustment have been made, the operational objectives must be re-evaluated. At the same time, a monitoring system should be organised which could allow for the assessment of the extent to which these objectives are achieved.

Standards can be used together with the budgetary control, as a basis for a flexible budget system, for the accounting of the deviations or for the performance control.

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