

**Accounting for the consumption of goods. Calculation of realized trade overlays. Accounting for containers**

3 course 6 semester

# Terms

- ▶ **sale [realization] of goods** : Transfer of goods to the buyer on certain conditions, including under a contract of sale or other similar contracts
- ▶ **commodity circulation** : The process of circulation of objects of civil law through contracts.
- ▶ **retail buyer (consumer)** : The buyer is an individual, except for individual entrepreneurs, who intends to order or purchase or ordering, acquiring for the use of goods solely for personal, family, household and other needs not related to business activities.
- ▶ **wholesale buyer** : A legal entity or individual entrepreneur who intends to order or purchase or ordering, acquiring goods for use in business activities, including for resale, or for other purposes not related to personal, family, home and other similar use.
- ▶ **seller** : An organization, regardless of its organizational and legal form, an individual entrepreneur selling goods and providing services under a sale and purchase agreement.
- ▶ "GOST R 51303-2013. National standard of the Russian Federation. Trade. Terms and definitions" (approved by Order of Rosstandart of 08.28.2013 N 582-st) (as amended of 04.22.2020)

# Classification

- ▶ The process of consumption of goods in a pharmaceutical organization can be divided into two parts:
  - **realization wholesale or retail;**
  - **other documented consumption of goods .**
  
- ▶ To improve the efficiency of managing the implementation process, the financial reporting can apply the method of structuring the turnover by components using various features. For example, wholesale organizations can use such characteristics as geographical, nature of the consumer (other wholesalers,, terms of sale (form of contractual relationship), etc.

# Classification

According to the type of customer and the different primary sales records associated with the payment method, pharmacy **retail turnover can be divided into:**

1. Sales to the public, incl.

- ▶ Realization of medicinal products according to doctors' prescriptions (turnover according to outpatient extemporaneous prescriptions and finished dosage forms, including free and preferential leave).
- ▶ Sale of pharmacy products without prescriptions (over-the-counter sales).
- ▶ Sale of goods through a small-scale retail network (pharmacies).

2. Sale of goods to the organizations (institutional consumers).

## The value of the implementation indicator for pharmacy organizations:

- ▶ Completes the turnover of economic assets of the organization
- ▶ Allows you to fulfill obligations to the budget, banks (for loans), employees and suppliers.
- ▶ It makes it possible to recover the costs of selling (distribution costs).

**Failure to implement the implementation plan causes:**

- ▶ Slowing down the turnover of goods.
- ▶ Delayed payments
- ▶ Penalties for non-fulfillment of contractual obligations
- ▶ Deterioration of the financial position of pharmacy organizations.

# The sale of goods to end consumers is divided into three components

- ▶ **1. Outpatient prescription turnover** is a special type of sale, the reason for which is determined by medical professionals (intermediate consumers of medicinal products) who have issued a prescription for an extemporaneous or finished dosage form.
- ▶ When accounting for extemporaneous dosage forms, one prescription is taken as a unit, regardless of its ingredients and their quantity.
- ▶ To account for the cost of an extemporaneous recipe, the following is used:
- ▶ Prescription journal and / or receipts for the ordered medicine - in natural and monetary meters.
- ▶ When taxing extemporaneous prescriptions, it is required to allocate the cost of pharmaceutical substances, purified water, and the tariff for manufacturing.
- ▶ All these indicators are reflected in the journal of accounting for the recipe.
- ▶ In the summary sheet "Registration of retail turnovers"
- ▶ The total amount of all registered turnovers (minus tariffs) is written off in the responsible person Commodity Report (the expenditure part is reflected)
- ▶ In parallel, the turnover on extemporaneous outpatient leave is reflected in cash documents as part of the proceeds of prescription and production department.

# The sale of goods to end consumers is divided into three components

- ▶ Готовые лекарственные формы ежедневно рассчитываются по стоимости. В случае автоматического учета движения товаров также возможность ежедневного учета количества отпущенных готовых лекарственных форм. За одно готовое лекарственное средство промышленного производства принимается оригинальная единичная посылка в готовом виде для отпуска по форме.
- ▶ Отпуск по рецептам готовых лекарственных форм фиксируется в:
  - ▶ «Журнал учета рецептуры»,
  - ▶ сводной ведомости «Регистрация розничных оборотов»
  - ▶ в расходной части «Товарного отчета» материально ответственного лица.
- ▶ Параллельно оборота по отпуску готовых лекарственных форм качества в кассовых документах в наличии рецептурно-производственного отдела.

## The sale of goods to end consumers is divided into three components

- ▶ **Finished dosage forms for free and preferential leave** are daily accounted for by quantity and cost.
- ▶ **A “Consolidated Register”** is compiled , on the basis of which the pharmacy organizations, which has sold goods to decreed groups of the population on free and preferential terms, issues **an invoice for paying** for medicines. The first copy of the "Consolidated Register" and the first copies of prescriptions of form No. 148-1 / y-04 (1) are attached to the invoice. Accounts are registered in **the “Register of invoices (invoices) issued to buyers”**



# The sale of goods to end consumers is divided into three components

## OTC sales turnover

The sale of over-the-counter drugs, medical devices, MT and parapharmaceutical products is taken into account only in the monetary meter.

The value of OTC turnover is determined as the amount of revenue of the OTC department according to the cash register tape.

When vacationing, the primary document is a cashier's check. The basis for accounting for retail turnover per day is the readings of **the Z - report (summation report)** of the cash register, where the sales amount is shown in the context of departments.

When transferring money from sales to the cash desk of a pharmacy, **an incoming cash order is issued** , and it serves as the basis for accounting.

The turnover on non-prescription leave is recorded in **the "Cash Book"**

The final sales data for the day are reflected in **the summary sheet "Registration of retail turnovers"** , according to the total data of this sheet for the month, entries are made in **the Commodity Report of the responsible person (expenditure part)**

## The sale of goods to end consumers is divided into three components

The turnover of a small-scale retail network can be taken into account both using only a monetary meter, and using monetary and natural meters.

The release of goods to the small-scale retail network is carried out according to the requirements-waybills issued by the head of the pharmacy kiosk or point. The proceeds of the small-scale retail chain are daily handed over to the cash desk of the pharmacy, which is drawn up by a cash receipt order and reflected in the Cash Book.

In the summary sheet "Registration of retail turnovers",

The total amount of all registered turnovers (minus tariffs) is written off in the responsible person Commodity Report (the expenditure part is reflected)

# Accounting for goods released to medical organizations and other organizations

The relationship between a pharmacy and a medical organization (as two business entities) is formalized by an agreement, which is drawn up in accordance with the requirements of the Civil Code. It is established that if the goods are sold to the buyer for personal, family, home or other non-business use, such an agreement is a retail sale agreement. Medical organizations do not purchase medicines for resale, which means that a retail sale contract must be concluded with them.

The primary documents for the release of goods are the requirements (requirement-invoice) issued by the medical organization. They must be signed by the head and sealed with the seal of the medical organization.

According to the terms of payment stipulated in the contract, the pharmacy issues an invoice to the medical organization and a delivery note. An invoice is not issued if the pharmacy is not a payer of value added tax (it is under a special taxation regime - Simplified Taxation System).

The account is kept:

in the "Register of invoices issued to customers" - invoices issued for payment are registered.

in the "Turnover sheet for personal accounts of buyers".

This statement is used to account for mutual settlements with buyers, it reflects the balance of the debt at the beginning of the month, how much the goods were released and the amount actually paid for the goods. Based on these data, accounts receivable or accounts payable are determined based on the results for the month. The amount of sales of goods to all organizations is reflected in the expenditure side of the commodity report.

# Compiling a sales report:

- ▶ At the end of the reporting period (quarter, month), materially responsible persons in departments, in the small retail network reflect the data on the movement of goods in the "Commodity Report". The report is drawn up in 2 copies.
- ▶ **In the incoming part of the commodity report :**
- ▶ the first line shows the balance of goods in two prices (from the commodity report for the previous month).
- ▶ all waybills are reflected (in chronological order), according to which goods were received in the reporting month. The cost of the goods is indicated for each document at the purchase price and at retail prices.
- ▶ The revaluation according to the certificate is reflected (i.e. revaluation for laboratory and packaging work).
- ▶ The production of purified water and tariffs are reflected in a separate column.
- ▶ At the end of the section, calculate the total for income and line the balance with income.

# Compiling a sales report:

**The expenditure part of the commodity report** reflects the sale of goods separately:

- ▶ population (according to the final column of the statement "Implementation of retail turnover"),
- ▶ on free and preferential leave (according to the register);
- ▶ vacation to health care institutions on the basis of the final column of the "Turnover sheet for personal accounts of buyers").
- ▶ other disposal of goods used for household and other needs of pharmacies, according to the write-off certificates (at the purchase price).

The total of the expenditure part is calculated in retail prices. The balance at the end of the month is calculated using the commodity balance formula:

$$O_2 = O_1 + \Pi - P,$$

- ▶ Where
- ▶  $O_1$  – is the balance at the beginning of the month
- ▶  $\Pi$  - arrival of goods
- ▶  $P$  - consumption of goods.

The commodity report is signed by the materially responsible person and, after verification, the chief accountant. One copy is transferred to the accounting department, the other to the materially responsible person. If the pharmacy is an independent economic entity, the data of the "Commodity Reports" of financially responsible persons and primary documents serve as the basis for reflecting on the accounting accounts and compiling the balance sheet of the pharmacy organization.

# Methodology for accounting for trade overlays on goods sold

The sale of goods in pharmacy organizations is the main way to generate income from the realized trade overlays. Therefore, the definition of trade overlays in the goods sold is an important task of business accounting. They are the main source of income. They are formed due to the formation of the retail price for the goods of the pharmacy range, using the trade margin to the price of receipt or the price of the manufacturer of the goods. At the same time, they distinguish:

**Trade margin** - a certain% of the purchase price - a relative indicator; the absolute indicator (in total) is the difference between the retail and wholesale prices.

It is generated upon receipt of goods.

Purchase price 10=00 , Retail price 13=00 Trade markup  $13 - 10 = 3=00$

Trade markup in % =  $(3 \text{ rubles} : 10 \text{ rubles}) * 100\% = 30\%$

**Trade overlays** is the difference between the retail and wholesale prices of goods sold.

Trade overlays are taken into account in the amount of 13 rubles . - 10 rub. = 3 rub.

**By level** - to the amount of sales of goods (turnover) in retail prices (the level of trade overlays).

In our example, when selling this product package:  $(3 \text{ rubles} : 13 \text{ rubles}) * 100\% = 23\%$   
(realized Trade overlays or income received from the sale of this product).

# Synthetic accounting

- ▶ **Synthetic accounting for the sale of goods and trade overlays, other disposals of goods**
- ▶ The sale of goods in accounting is reflected:
- ▶ On the active-passive **account 90 "Sales"** and the active account **41 "Goods"**
- ▶ **Debit of account 90 "Sales"**
- ▶ **Account credit 41 "Goods"**
- ▶ Characteristics of **the active-passive** account 90 "Sales".
- ▶ The account is intermediate, resultant, two-valued, since the peculiarity of the account is the reflection of the debit and credit of the same volume of sales in different estimates:
- ▶ - by debit in the amount of the wholesale (purchase) cost,
- ▶ - on a loan in the amount of proceeds at retail (sales) prices.
- ▶ This feature allows you to use account 90 "Sales" to calculate the financial result of the organization's economic activities, as the difference between turnovers:
- ▶ - Excess debit turnover means loss
- ▶ - Excess loan turnover - profit

# Synthetic Accounting:

- ▶ Account **90 "Sales "** has no balance, because. monthly closes in correspondence with account **99 "Profit and loss "**:
- ▶ Posting on profit **Debit of account 90 - Credit of account 99 (profit is reflected).**
- ▶ Loss posting **Debit of account 99 (loss is reflected) - Credit of account 90.**
- ▶ Trade overlays in accounting are reflected in account **42 "Trade margin", the account is passive.**
- ▶ The calculated amount of trade overlays on goods sold are reversed (from Italian turn, return) - as a previously calculated trade margin:
- ▶ on the credit of account 42 "Trade margin" and on the debit of account 90 "Sales".
- ▶ The accounting entry looks like:
- ▶ **Debit of account 90 "Sales"**
- ▶ **Account credit 42 "Trade margin"**



## Tare accounting:

**A container** is a type of stock intended for packaging, transportation and storage of products, goods and other material assets.

Accounting for containers is carried out according to the following types:

- container made of wood;
- containers made of cardboard and paper;
- container made of metal;
- plastic containers;
- glass containers;
- containers made of fabrics and non-woven materials.

# Tare accounting:

## *Single use container*

(paper, cardboard, polyethylene, etc.), as well as paper and polymer bags used for packaging products (goods), as a rule, are included in the cost of packaged products and are not paid separately by the buyer.

## Tare accounting:

- ▶ Contracts for the supply of products (goods) may provide for the use of **reusable packaging** , subject to mandatory return to suppliers of products (goods) or delivery to container repair organizations (returnable packaging).
- ▶ *Reusable containers* under goods and empty are taken into account on subaccount 41-3 "Containers under goods and empty".

# Tare accounting:

## *Inventory packaging*

- ▶ is intended for storage of significant volumes of goods;