

§ 149.22. Returns, allowances, and discounts.

Sales, as used throughout this chapter, are gross sales, and they are thus recorded in the appropriate account classification. Discounts on sales are to be ~~shown as separate items and thus recorded in the appropriate accounts.~~ "Returns" refer to products which have no further use and which are returned for credit and ultimate discard. ~~Invoices and statements shall always indicate gross sales prices and discounts. Invoices shall not be prepared or recorded as "net of discount."~~

§ 149.30. ~~Bad debts.~~ **(Reserved).**

~~A reserve for bad debts account must be established and maintained. In order to maintain uniformity, the bad debts reserve at month's end cannot exceed the average percentage that the actual bad debts for the preceding moving average 5-year period relates to the average actual sales for the same period. The following example sets forth the method of determining the allowable reserve for bad debts at the end of the reporting year using the preceding 5-year experience:~~

<i>YEAR</i>	<i>ACTUAL BAD DEBTS IN EXCESS OF RECOVERIES</i>	<i>NET SALES</i>
1	\$1,000	\$100,000
2	800	150,000
3	1,200	75,000
4	1,100	75,000
5	-900	100,000
	\$5,000	\$500,000
Average	\$1,000	\$100,000

Example:

If current year's sales to customers are \$100,000, reserve balance at end of year cannot exceed \$1,000.

§ 149.42. Income and cost of sales accounts.

(a) *Sales*. Sale shall conform with the following:

(1) (Reserved).

(1a) Total Gross Sales – controlled.

(2) (Reserved).

(2a) Total Gross Sales – non-controlled.

(3) (Reserved).

(4) (Reserved).

(5) ~~*Noncontrolled sales of bulk milk and cream and condensed and powder*~~—Includes the total dollar value of sales of bulk milk and cream, skim condensed, whole condensed and powder.

(Reserved).

~~(i) Sales of bulk milk.~~

~~(ii) Sales of bulk cream.~~

~~(iii) Sales of condensed and other.~~

(6) ~~*Products delivered by ice cream equipment*~~—Includes the total dollar value of sales of all products delivered by ice cream equipment. **(Reserved).**

(7) ~~*Nonregulated sales of packaged fluid milk and cream products*~~—Includes the total dollar value of sales of all fluid milk and cream products sold out of State and to Federal installations.

(Reserved).

(8) (Reserved).

(9) ~~*Processing services income*~~—Includes the gross income derived from performing one or several services to raw product of another licensee. **(Reserved).**

(10) ~~*Subdealers – controlled*~~—Includes the total dollar value of sales of all products on which the Board establishes prices to subdealers **(Reserved).**

(11) ~~*Subdealers – noncontrolled*~~—Includes the total value of sales of all products to subdealers other than those products on which the Board establishes prices. **(Reserved).**

(12) ~~*Other dealers – controlled*~~—Includes the total dollar value of sales of all products on which the Board establishes prices to other dealers. **(Reserved).**

(13) ~~*Other dealers – noncontrolled*~~—Includes the total dollar value of sales of all products to other dealers other than those products on which the Board establishes prices. **(Reserved).**

(14) ~~*Milk and cream controlled*~~—Includes the total dollar value of sales of all products on which the Board establishes prices. **(Reserved).**

(15) ~~*Noncontrolled products*~~—Includes the total dollar value of sales of all products other than those products on which the Board establishes prices. **(Reserved).**

(b) *Returns, allowances and discounts*. Returns, allowances and discounts shall conform with the following:

(1) (Reserved).

(2) (Reserved).

(3) (Reserved).

(4) (Reserved).

(5) (Reserved).

(6) (Reserved).

(7) ~~*Limited service discount, controlled, wholesale*~~—Includes the total discounts given for limited service delivery of controlled products. **(Reserved).**

- (8) *Limited service discount, noncontrolled, wholesale*—Includes the total discounts given for limited service delivery of noncontrolled products. **(Reserved)**.
- (9) *Full service discount, controlled, wholesale*—Includes the total discounts given for full service delivery of controlled products. **(Reserved)**.
- (10) *Full service discount, noncontrolled, wholesale*—Includes the total discounts given for full service delivery of noncontrolled products. **(Reserved)**.
- (11) *Dock pick up discount, controlled, wholesale*—Includes the total discounts given for dock pick up by customers of controlled products. **(Reserved)**.
- (12) *Dock pick up discount, noncontrolled, wholesale*—Includes the total discounts given for dock pick up by customers of noncontrolled products. **(Reserved)**.
- (13) *Discounts—ice cream equipment*—Includes the total discounts given for products delivered by ice cream equipment. **(Reserved)**.
- (14) *Returns, controlled*—Includes the total credit given for return of controlled products.
- (15) *Returns, noncontrolled*—Includes the total credit given for return of noncontrolled products.
- (16) *Discounts, controlled*—Includes total discounts given for controlled products.
- (17) *Discounts, noncontrolled*—Includes total discounts given for noncontrolled products.