

## ANALYSIS OF DIFFERENCES IN PSAK NO. 23 ON SALES ON CV “CANTIK”

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### ABSTRACT

This research aims to determine the accounting treatment of income at CV Cantik supplies. The method used in this research uses the descriptive method, namely describing how to recognize, record, measure and present the profit and loss report at CV Cantik Supplies. The conclusion of this research is CV Cantik Supplies recognizes income using the Accrual Basis and Cash Basis methods with a periodic recording method, measuring income based on rupiah units from sales transactions received in the form of cash or cash equivalents, which will then be reported in the financial report, namely the profit and loss report. CV. Cantik Supplies has implemented revenue recognition in accordance with PSAK No.23.

**Keywords:** Recognition, Recording, Measurement and Presentation of Income.

### INTRODUCTION

CV Cantik Supplies is a trading company. Where the source of income is from the sale of beauty products and equipment. Located at Jalan Baruk Utara XI ND/13 Surabaya. Various salon tools and equipment needed by women and men, such as *facial beds*, cutting chairs, vanity mirrors, straighteners, *make up*, and *make up tools* are available at CV Cantik Supplies. According to Hermanto (2003), trading companies purchase goods and try to sell them at prices above the cost price in order to make a profit.

There are two basic approaches to accounting, namely the accrual basis and the cash basis. The difference is how and when sales revenue is known. The accrual basis is an accounting recording technique, where recording will be made when a transaction occurs even though cash has not yet been received. In recording this accrual basis, it will certainly be more accurate. Using the accrual basis, revenue will be recognized when the company has the right to collect the receivables. According to Bastian (2005: 123), the accrual basis is recognizing and recording financial transactions or events when they occur or at the time of acquisition. This accrual basis recognition is applied by CV Cantik Supplies when carrying out sales transactions on credit.

According to Bastian (2005:121), the cash basis is recognizing and recording financial transactions when cash is received or paid. This means that using the cash basis or pure cash basis, income from the sale of goods or services can only be taken into account when cash changes on hand. This cash basis recognition is also applied by CV Cantik Supplies when conducting cash sales transactions. Income measurement is how much income should be

recognized from each transaction that occurs in a certain period. According to Harahap (2011:96) says that measurement is the process of determining the amount of money to recognize and include each element of the financial report in the balance sheet or profit and loss report.

In financial reports, net income is considered very useful. One of the components of the elements of profit is income. Revenue is one of the income obtained from company activities. According to Halim (2008:142) says that financial reports are financial information prepared by an entity for the benefit of internal and external parties to that entity. In terms of presentation, CV Cantik Supplies presents income in the profit and loss report which is processed from records inputted from the program owned by CV Cantik Supplies using a periodic recording method.

That is how important income accounting is for companies. So in this Final Assignment Report the author has made observations on CV Cantik Supplies with the title: “**Analysis of Differences in PSAK No. 23 With Accounting Treatment of Income from Sales of Beauty Salon Products at CV Cantik Supplies**”.

### Formulation of the problem

Based on the background of the problem described above, the problem formulation is: How is the difference between PSAK No. 23 with accounting treatment (recognition, measurement, recording and presentation) of sales of CV merchandise Cantik Supplies. The aim of this research is to find out the differences between PSAK No. 23 with the accounting treatment of CV merchandise sales Cantik Supplies.

### Company profile

CV Cantik Supplies is a company that sells beauty products and equipment located at Jalan Baruk Utara XIND/13 Surabaya. Various salon tools and equipment needed by women and men, such as *facial beds*, cutting chairs, vanity mirrors, straighteners, *make up*, and *make up tools* are available at CV Cantik Supplies. Serving retail and wholesale sales, apart from *offline*, CV Cantik Supplies also sells products online which are marketed via the *WhatsApp, Instagram and Facebook applications*.

There are limitations to the products available in Indonesia so Most of the products sold at CV Cantik Supplies are *imported goods* imported directly from China and Singapore. It cannot be denied that 40% of the products sold are local products ordered directly from *suppliers* the cities of Surabaya, Jombang, and Jakarta.

Cosmetic products are products that are used on the outside of the human body with the aim of caring for or maintaining, protecting, changing or renewing the appearance of the body. Without foundation, cosmetics have given a different color to human life. Opening various business opportunities and opportunities to actualize human knowledge and skills. Seen from this, it can be concluded that this beauty products and equipment business has a level of competitiveness high, so this business is not a seasonal business or a trendy business.

### Vision and Mission of CV Cantik Supplies

- a. Vision
  - 1) As a shop facility that provides a variety of complete beauty products and equipment in terms of beauty.
  - 2) As an *offline* and *online shop* whose role is to guarantee the quality of goods and good service so that it can increase consumer interest and can be trusted by customers.
  - 3) Helping customers in solving beauty solutions so that they get the products they want.
- b. M content
  - 1) Providing good and quality service for customer satisfaction.
  - 2) Providing beauty products from teenagers to adults.

### 1. Organizational structure of the company

The company's organizational structure is data in the form of a chart that is arranged sequentially according to position or position, where each employee has their own duties and responsibilities for their work.

### Job description

Duties and responsibilities of each employee on CV Cantik Supplies are as follows:

- a. Owner
 

The company owner organizes and directs subordinates in dealing with the shop's obstacles.
- b. Owner's Assistant
 

The leader's right hand is tasked with supervising the work of sales, warehouse and administration employees.
- c. Sale
  - 1) *Offline*
    - a) Serve customers well and friendly.
    - b) Caring for, cleaning, and maintaining products in the store.
    - c) *Packing* goods that have been ordered by customers (wholesale).
    - d) Report to *the owner's assistant* if the product is damaged or *expired*.
  - 2) *On line*
    - a) Serve and reply to customer *chats* in a good and friendly manner.
    - b) *Update* items by posting pictures of products for sale.
    - c) *Packing* goods that have been ordered by the customer.
    - d) Carry out promotions to attract customer attention.
  - 3) *Sales*
    - a) Traveling out of town to offer products from CV Cantik Supplies.
    - b) Maintain good relations between customers.
  - 4) Courier
    - a) Deliver customer ordered goods that have been *packed to the expedition*.
    - b) Ensure goods are in good condition until *the expedition*.
  - d. Warehouse
    - 1) Head of Warehouse
      - a) Responsible for the suitability of the goods in warehouse.
      - b) Maintain and maintain products in the warehouse.
      - c) Supervise warehouse staff.
    - 2) warehouse staff
      - a) Receive, match and record incoming goods.
      - b) Pick up products that have been listed *for* sale.
      - c) Maintain and maintain products in the warehouse.
      - d) Carrying out *stock taking*.
      - e) Administration

- 1) Head of administration
  - a) Responsible for administrative activities in the office.
  - b) Oversee general admin and billing admin.
  - c) Report to the owner's assistant whether the condition of the company is good or bad.
- 2) General Admin
  - a) Enter data on incoming and outgoing goods in the system owned by CV Cantik Supplies.
  - b) Record expenses and income in cash or from accounts.
  - c) Calculating employee salaries .
  - d) Calculating company revenue per month.
  - e) Make a report per month.
- 3) Billing Admin
  - a) Create wholesale sales invoices.
  - b) Record and archive all sales transactions correctly.
  - c) Create sales receivable *files* correctly.
  - d) Check bill receipt reports.
  - e) Manage problematic sales receivables.
  - f) Check credit limits.
  - g) Remind *sales* to immediately resolve problematic invoices.

**2. Business fields**

- a. Type of business  
The business that CV Cantik Supplies runs is in the field of trading beauty products and equipment.

**DISCUSSION**

**Recognition and Recording of Merchandise Sales**

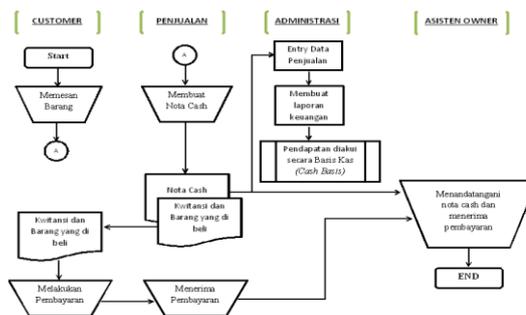
are two recognition methods applied by CV Cantik Supplies, namely cash basis and cash basis .

**a. Cash Basis**

According to Bastian (2005:121), the cash basis is recognizing and recording financial transactions when cash is received or paid. This means that by using the cash basis or pure cash basis, income from the sale of goods or services can only be taken into account when cash changes in hand. This cash basis recognition is implemented by CV Cantik Supplies when making cash sales transactions.

**1) Flowchart of Sales and Cash Basis Recognition**

Cash sales and their recognition can be seen in *the flowchart* as follows:



Source: CV Cantik Supplies  
**Figure 3.8 Flowchart of Sales and Cash Basis Recognition**

Journal recording processed from the system owned by CV Cantik Supplies when cash sales transactions occur as follows:

2020		JRN:200100166	AKM:20010003	Kas Masuk : TUNAI 20.000		
No Account	Nama	Keterangan		Debet	Kredit	
1000	KAS KECIL	CASH : AJG-19120080		20,000.00	0.00	
102	PIUTANG DAGANG	CASH : AJG-19120080		0.00	20,000.00	
				20,000.00	20,000.00	

Source: CV Cantik Supplies  
**Figure 3.9 Cash Sales Recording Journal**

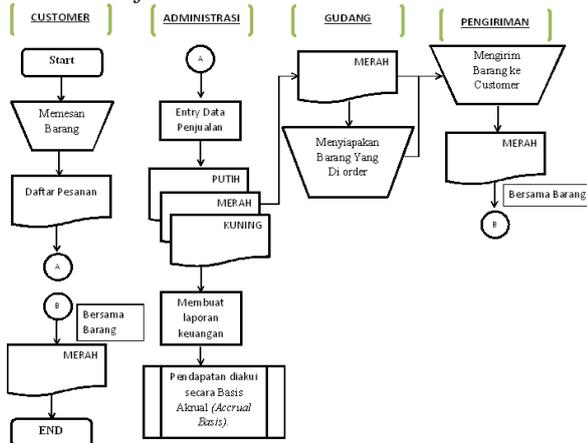
**b. Accrual basis**

the cash basis method , CV Cantik Supplies also recognizes revenue on a cash basis . The Accrual Basis method is applied by CV Cantik Supplies when carrying out sales transactions on credit. Accrual basis is an accounting recording technique, where recording will be made when a transaction occurs even though cash has not yet been received. In recording this accrual basis, it will certainly be more accurate. Using the accrual basis, revenue will be recognized when the company has the right to collect the receivables. According to Bastian (2005:123), the accrual basis is recognizing and recording financial transactions or events when they occur or at the time of acquisition.

The corona virus has become the hottest topic since the last two weeks of January 2020. This virus has suddenly become a terrible terror for the world community, especially after claiming the lives of hundreds of people in just two weeks. With the corona virus also having an impact on the company, the income obtained has decreased slightly. This outbreak also affected demand from *supply* and people asked for relief from receivables payments, so this request was very detrimental. The receivables should be paid on time at the specified maturity date, fortunately CV Cantik Supplies applies an accrual basis where income is still recognized even though cash is not yet in hand.

**1) Sales and Recognition Flowchart Accrual basis**

Credit sales and their recognition can be seen in the flowchart as follows:



Source: CV Cantik Supplies

Figure 3.10 Sales and Recognition Flowchart Accrual basis

The recording journal processed from the system owned by CV Cantik Supplies when a credit sales transaction occurs is as follows:

No Account	Nama	Keterangan	Debet	Kredit
102	PIUTANGDAGANG	Putang Penjualan RESTU TK	2,138,400.00	0.00
102	PIUTANGDAGANG	Putang Biaya Penjualan RESTU TK	0.00	0.00
40	PENUALAN	Penjualan dan RESTU TK	0.00	2,138,400.00
			<b>2,138,400.00</b>	<b>2,138,400.00</b>

Source: CV Cantik Supplies

Figure 3.11 Journal for recording sales on credit

Journal when settlement of transaction AJG-19120049 occurs

No Account	Nama	Keterangan	Debet	Kredit
101	BANK	Transfer dari RESTU-S	2,138,400.00	0.00
102	PIUTANGDAGANG	Terima dari RESTU TK	0.00	2,138,400.00
			<b>2,138,400.00</b>	<b>2,138,400.00</b>

Source: CV Cantik Supplies

Figure 3.12 Payment Recording Journal AJG-19120049

### 1. Measuring Merchandise Sales

Income measurement is how much income should be recognized from each transaction that occurs in a certain period. Harahap (2011:96) states that measurement is the process of determining the amount of money to recognize and include each element of the financial report in the balance sheet or profit and loss report. So far CV Cantik Supplies measures income based on rupiah units from sales

transactions received in the form of cash or cash equivalents, which will then be reported in the financial report, namely the profit and loss report.

### 2. Presentation of Merchandise Sales

In financial reports, net income is considered very useful. One of the components of the elements of profit is income. Revenue is one of the income obtained from company activities. Halim (2008:142) revealed that financial reports is financial information prepared by an entity for the benefit of parties internal and external to the entity.

In terms of presentation, CV Cantik Supplies presents income in the profit and loss report which is processed from records inputted from programs owned by CV Cantik Supplies with a periodic recording method. The following is the profit and loss report for CV Cantik Supplies for the period January 2020.

#### LAPORAN LABA / RUGI

Per periode : 01/01/2020 s.d 31/01/2020

Account	Perkiraan	Cumulatif	Bulan Ini
<b>PENDAPATAN</b>			
40	PENUALAN	154,222,707.14	154,222,707.14
41	RETUR.PENUALAN	-4,204,600.00	-4,204,600.00
43	PENDAPATAN LAIN-LAIN	22,428.00	22,428.00
	<b>GRAND TOTAL PENDAPATAN</b>	<b>150,040,535.14</b>	<b>150,040,535.14</b>
<b>HPP</b>			
600	PERSEDIAAN AWAL	519,786,983.48	519,786,983.48
601	PEMBELIAN	23,779,884.84	23,779,884.84
604	PERSEDIAAN AKHIR	447,985,718.16	447,985,718.16
	<b>GRAND TOTAL HPP</b>	<b>990,552,666.48</b>	<b>990,552,666.48</b>
<b>BIAYA OPERASIONAL</b>			
501	BIAYA GAJIKARYAWAN	28,600,000.00	28,600,000.00
503	BIAYA LISTRIK & AIR	2,971,830.00	2,971,830.00
507	BIAYA TRANSPORT	195,000.00	195,000.00
511	BIAYA SUMBANGAN LAIN - LAIN	600,000.00	600,000.00
513	BIAYA LAIN-LAIN	7,523,900.00	7,523,900.00
515	ONGKOS KIRIM.PENUALAN	1,568,000.00	1,568,000.00
516	BIAYA SALES	530,000.00	530,000.00
517	PAJAK	3,650,986.00	3,650,986.00
518	BENSIN KENDARAAN	1,185,000.00	1,185,000.00
521	INDHOME / TELP	761,637.00	761,637.00
	<b>GRAND TOTAL BIAYA OPERASIONAL</b>	<b>47,566,353.00</b>	<b>47,566,353.00</b>
	<b>LABA KOTOR</b>	<b>6,893,111.98</b>	<b>6,893,111.98</b>
	<b>TAKSIRAN PAJAK PENGHASILAN (10%)</b>	<b>689,311.20</b>	<b>689,311.20</b>
	<b>LABA BERSIH SEBELAH PAJAK</b>	<b>6,203,800.78</b>	<b>6,203,800.78</b>
<b>Total Pendapatan Cumu</b>		<b>150,040,535.14</b>	<b>Total Pendapatan Bulan Ini 150,040,535.14</b>
<b>Total Biaya Cumu</b>		<b>143,147,503.16</b>	<b>Total Biaya Bulan Ini 143,147,503.16</b>
<b>Laba Cumu</b>		<b>6,893,111.98</b>	<b>Laba Bulan Ini 6,893,111.98</b>

Source: CV Cantik Supplies

Table 3.1 Profit and Loss Report for the January 2020 Period

### 3. Accounting Treatment of Income in Accordance with PSAK No. 23

In accordance with PSAK 23, income from sales of goods can be recognized if all of the conditions below are met:

- The risks and rewards of ownership of goods have shifted significantly from the selling entity to the buyer.

- b. The selling entity no longer manages the goods, or effectively no longer controls the goods being sold
- c. The amount of income incurred can be measured reliably.
- d. It is probable that the economic benefits associated with the transaction will flow to the selling entity.
- e. Costs that have been or will be incurred related to sales transactions can be measured reliably.

CV. Cantik Supplies has implemented revenue recognition in accordance with PSAK No.23 as explained above. Recognition applied by CV. Cantik Supplies using the two methods should only be sufficient with the accrual basis method, because income can be measured reliably, records are well organized, and the company can calculate its receivables correctly.

## CONCLUSION

Based on the discussion that has been stated previously, it can be concluded,

1. Recognition at CV Cantik Supplies applies two methods, namely Accrual Basis and Cash Basis. The cash basis is applied when carrying out cash sales transactions for merchandise which can only be calculated when cash changes in hand. Meanwhile, the Accrual Basis is applied when carrying out sales transactions on credit, where this method recognizes and records sales transactions or financial events when they occur or at the time of acquisition even though cash has not yet changed in hand. Meanwhile, in the theory of PSAK No.23, it is explained that a method can only be recognized using one method.
2. CV Cantik Supplies measures income based on rupiah units from sales transactions received in the form of cash or cash equivalents, which will then be reported in the financial report, namely the profit and loss report.
3. In terms of presentation, CV Cantik Supplies presents income in the profit and loss report which is processed from records inputted from programs owned by CV Cantik Supplies with a periodic recording method.

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