

THE ANALYSIS OF THE TECHNICAL-ECONOMICAL RESULTS OBTAINED AT S.C.A. BUCIUM S.A. IASI

ANALIZA REZULTATELOR TEHNICO-ECONOMICE OBTINUTE LA S.C.A. BUCIUM S.A. IAȘI

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Abstract. *The present paper has as a purpose the determination of the technical-economical results obtained at S.C.A. BUCIUM S.A. IASI. From their analysis, it results that the average grape production was in 2004 of 9547 kg/ha and in 2005 of 1797 kg/ha. The maximum level of the capital registered at the researched level was of 23457870 lei.*

Key words: production of grapes, technical-economical results

Rezumat. *Lucrarea de față are ca scop determinarea rezultatelor tehnico-economice obținute în cadrul S.C.A. BUCIUM S.A. IAȘI. Din analiza acestora a rezultat că producția medie de struguri s-a cifrat în anul 2004 la 9547kg/ha iar în anul 2005 la 1797kg/ha. Nivelul maxim al capitalului înregistrat de unitatea cercetată a fost de 23457870 lei.*

Cuvinte cheie: producția de struguri, rezultate tehnico-economice

INTRODUCTION

The commercial company „Agroindustrială Bucium” S.A. Iasi was formed after the reorganization of the former State Agricultural Enterprise IAS Bucium, agricultural unit formed in 1949.

The quantity of wine products offered for sale comes from the vine cultivated surfaces at the Bucium, Pietrari, Doi Peri, Ciurea, Visani farms.

The vine cultivated surfaces dropped due to the retrocession of terrains to the old owners, but the quantity of wine products grew because of the production policy adopted by the firm.

MATERIAL AND METHOD

For the analysis of the factors that influence positive or negative the total offer of wine products, we had in mind the following indicators:

- The dynamic of the vine cultivated surface;
- The dynamic of the average grape production per surface unit;
- The total production in physical units;
- The turnover evolution;
- The evolution and structure of the capital;
- Workforce utilized;

RESULTS AND DISCUSSIONS

The evolution of the total production of grapes at S.C. Agroindustrială Bucium S.A. presents a high variability index generated mainly by the modifications of the cultivated surfaces and also by the level of the average production realized per surface unit.

Table 1

The evolution of grape production and its main influence factors in the 2004-2007 period S.C.A. Bucium S.A. Iasi

Specification	U.M.	YEARS			
		2004	2005	2006	2007
Average production	Kg/ha	9547	1797	8099	3951
	%	100	19	85	41
Total grape production	Tones	4754	879	3750	1517
	%	100	19	79	32
The wine processing rate	%	65	64	65	64
	%	100	98	100	98
Total wine offer	HI	24191	10336	23483	15667
	%	100	43	97	65
Total sparkling wine offer	HI	150	177	185	180
	%	100	118	123	120
Total brisk wine production	HI	2	2	2	2
	%	100	109	113	112

The biggest grape production has been obtained in 2004 with 9547 kg/ha, followed by 2006 with 8099 kg/ha. (tab.1) In the other two years in which research have been made, the productions have been much smaller, 8099 kg/ha in 2006 and 3951 kg/ha in 2007. From here results a total multiannual amplitude of 7750 kg/ha and average amplitude of 1937, 5 kg/ha.

Table 2.

The domestic sales volume and external market sales of wine products in the 2004-2007 at S.C.A. Bucium S.A. Iasi

Specification	U.M.	YEARS				% /Total
		2004	2005	2006	2007	
Turnover resulted from the sale of wine products, from which:	lei	17306629	16126563	24372794	21197742	100,0
- turnover resulted from the domestic sales of wine products	lei	15749032	14675172	22179242	19289945	91,0
- turnover resulted from the sales of wine products on the external market	lei	1557597	1451391	2193552	1907797	9,0

SOURCE: Internal documents SCA BUCIUM SA

In 2007, in the food industry, at a national level, the turnover was of 860,4 mil. lei, as S.C.A. Bucium S.A. Iasi registered, in the same year, from domestic sales of wine products a turnover of 19,3 mil. lei. In these conditions, the market share of the firm in 2007 was of 2,24% in the food industry market of Romania (tab.2). From the analysis of the turnover results that 91, 0% is realized from the domestic sales and 9, 0% from sales to external partners. The share of exports in the total turnover in the 2004-2007 period was constant.

Instead, from the quantitative evolution we can observe that the export evolution in the analyzed period is growing continuously, what pictures that the products obtained at SCA BUCIUM SA are looked up and sold with success abroad, in countries like: Germany, USA, Japan etc. (tab.4)

Table 3.

**The evolution of the wine delivery price obtained at
S.C.A. Bucium S.A. in the 2004-2007 period**

Wine assortments	Years											
	2004			2005			2006			2007		
	Bottled wine	Bulk variety wine	Bulk superior wine	Bottled wine	Bulk variety wine	Bulk superior wine	Bottled wine	Bulk variety wine	Bulk superior wine	Bottled wine	Bulk variety wine	Bulk superior wine
Muscat Ottonel	5,26	2,52	-	5,85	3,02	-	6,34	3,34	-	7,11	3,65	-
Fetească albă	5,02	2,35	-	5,43	2,96	-	5,98	3,29	-	6,8	3,79	-
Aligote	4,43	2,01	-	4,91	2,54	-	5,28	2,85	-	5,94	3,45	-
Sauvignon blanc	4,43	-	-	4,84	-	-	5,25	-	-	5,78	-	-
Colinele Iașului	-	-	1,42	-	-	2,47	-	-	3,05	-	-	3,45

SOURCE: Internal documents SCA BUCIUM SA

The price represents the evaluation of a good at a given time and is the only economic variable that produces income. All other variables don't generate nothing than expenses or investments. This way, the price is pretty important for production, given the factor that generates the increase of the economic efficiency and its profitability.(1)

The prices of agricultural products, in the systems specific to the market economy, are formed on the basis of the legality of this type of economy, respectively the law of demand and offer and the law of competition. (tab.3)

The prices at which the firms wine products have been commercialized registered increases in the 2004-2007 period, increases due, mostly, to their

liberalization, the inflation and, in some measure, to an increase in production costs.

Table 4

The wine export realized by S.C.A. Bucium S.A. in the 2004-2007 period

Nr.crt.	Countries	Exported quantity in the years: (thousand hl)			
		2004	2005	2006	2007
1.	Germany	1,75	1,83	2,18	2,43
2	Japan	0,94	0,97	1,02	1,21
3.	USA	-	-	0,44	0,48
4.	Other countries	0,22	0,32	-	-
5.	Total export	2,91	3,12	3,64	4,12

Due to the political and juridical conjuncture, the economic unit registered important decreases in terrain fund due to the retrocedation to the population. In 2005, it has been lost approximately 2% of the surface (9ha) followed by another 5% (35ha) and in 2007 the surface is being reduced at approximately 77%, resulting a total loss of 23% (114 ha). This phenomenon determined important changes in the units` evolution. (fig.1)

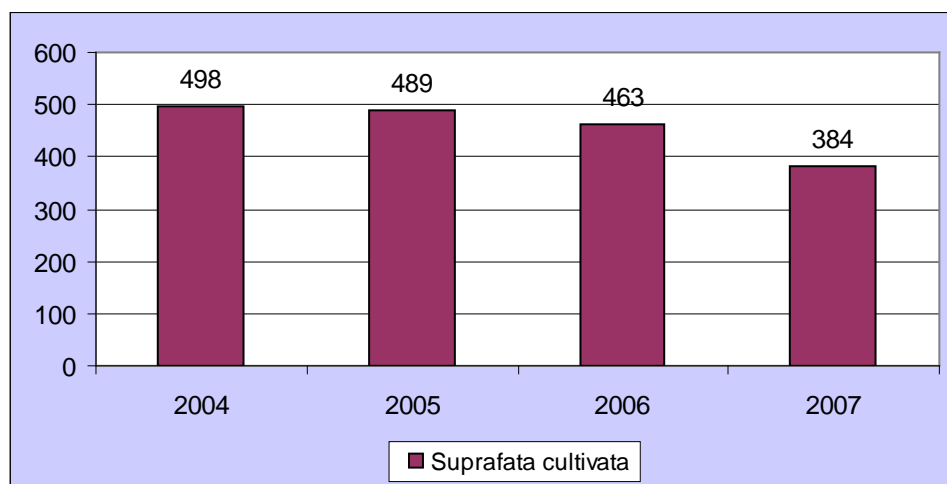


Fig.1. The evolution of the cultivated surface at S.C. AGROINDUSTRIALA BUCIUM S.A. IASI (ha)

The maximum level of the capital registered at the researched unit is of 2347870 lei of which the immobilized capital is 5576840 lei and the circulated capital of 17881030 lei.

Its variation is of 16415534 lei determined by a variation of 2607786 lei and, respectively, 13807748 lei, depending on the socio-economical situation of which the economic unit has beneficiated. (fig.2)

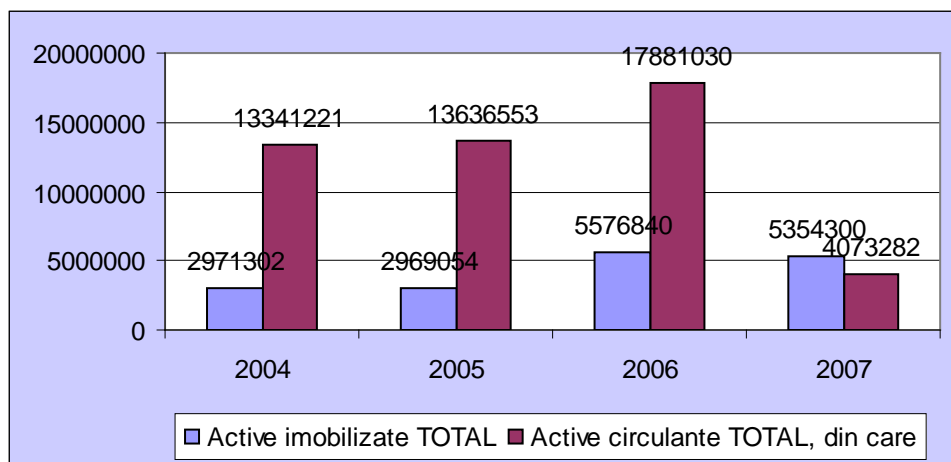


Fig. 2. The evolution of capital at S.C. AGROINDUSTRIALA BUCIUM S.A. IASI (lei)

From the analysis of the number of employees in the researched unit, an important variation is shown from one year to another, the maximum variation being of 134 persons and the multiannual average becoming of approximately 307 persons (fig.3). This variation is due to the activity volume variability due to grape productions, cultivated surfaces and the increase in the capitalization level.

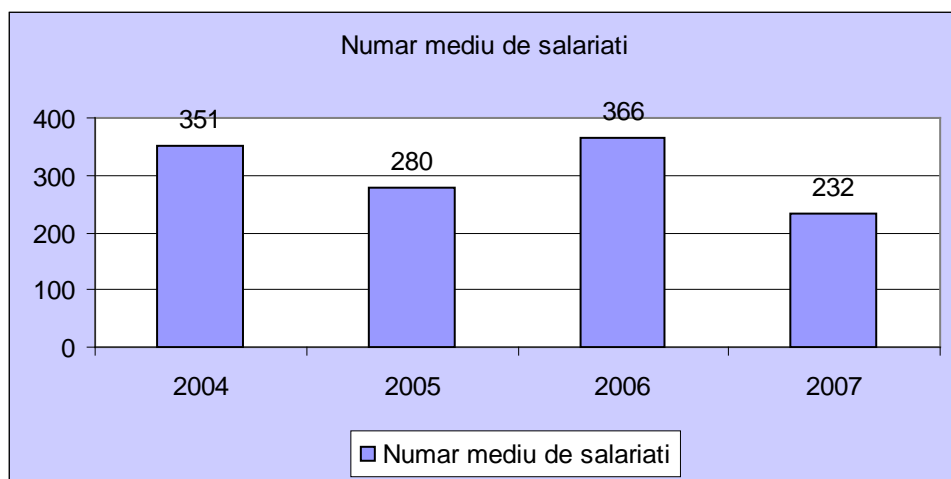


Fig.3. The evolution of number of employees at S.C. AGROINDUSTRIALA BUCIUM S.A. IASI

CONCLUSIONS

From the analysis of the evolution of the number of employees of the researched unit, results an important variation from one year to another, the maximum variation being of 134 persons and the multiannual variation of approximately 307 persons. This variation is due to the variability of the volume

of activity owed to the grape productions, cultivated surfaces and the increase of the capitalization level.

The researched economic unit registered total terrain fund decreases of 23% (114 ha).

The average grape production was in 2004 of 9547 kg/ha and in 2005 of 1797 kg/ha recording a total multiannual amplitude of 7750 kg/ha.

The prices at which wine products have been commercialized registered increases due to their liberalization, inflation and to the increase in production costs.

The maximum level of the capital registered by the researched unit was of 23457870 lei from which the immobilized capital 5576840 lei and the circulated capital of 17881030 lei.

The number of employees registered a maximum variation of 134 persons and a multiannual average of approximately 307 persons.

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