

## CONSIDERATIONS ON ROMANIA'S AGRO-FOOD EXPORT AND IMPORT BY EUROPEAN UNION COUNTRY GROUP AND AGRO-FOOD PRODUCT GROUP

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### Abstract

*The goal of the paper was the analysis of Romania's the agro-food export, import and trade balance by the EU country group and agro-food product group based on the statistical data in the year 2010 in order to identify the commercial relationships with a positive and respectively a negative impact of the trade balance. The EU trade partners were divided into 4 groups: Central Eastern (CE), Western (W), Northern (N) and Southern (S) EU countries and the agro-food product groups were: Live animals and preparations of animal origin, Vegetal products, Fats and oils of vegetal and animal origin, Food, beverages and tobacco. The data were processed using the share and comparison methods. In 2010, Romania registered a negative agro-food trade balance with a deficit of Euro thousand 903,148. This was due to the unefficient commerce with the CE and W EU countries, which together recorded Euro Thousand 1,400,298 deficit. The balance was positively influenced by the Southern EU trade partners whose contribution accounted for Euro thousand 513,953. Therefore, the agro-food trade has to be intensified with the Southern EU countries and to become more relaxed with the CE and W EU countries, especially regarding imports. Live animals are mainly required in the CE and W EU countries, vegetal products in the W and S EU countries, fats and oils in the CE and S EU countries, and finally, food, beverages and tobacco in the S and the CE EU countries. Agro-food imports have to be substantially diminished as long as Romania's agriculture is able to produce for the internal market and export has to be intensified especially with the countries with a positive impact on the trade balance.*

**Key words:** agro-food product group, export, import, EU country group, Romania, trade balance

### INTRODUCTION

The entrance of Romania into the EU structure has had both a positive and a negative impact on the agro-food trade.

The positive impact was the opening of the frontiers for a free trade between the EU member states and the common market, and a better cover of the domestic demand by a larger variety of the agro-food offer [1].

The negative impact was caused by the invasion of foreign agro-food products sometimes at lower prices in the domestic market. As these products came from countries with a better subsidized agriculture than in Romania, local producers have been deeply affected. Also, Romanian agro-food products are not so competitive in the EU market, except vegetal products (cereals, vegetables, fruits ) and food, beverages,

tobacco which affected the export volume and price. As a consequence, agro-food trade balance was a negative one [2, 4].

The fact that the share of the EU in Romania's agro-food trade in the highest one accounting for about 80 % both regarding export and import, it is imposed to analyze the commercial relationships with the EU member states in order to identify which partner contributes to a positive trade balance and which partner involves a negative trade balance [3].

In this context, the goal of the paper was to analyze the situation of agro-food trade by EU country group based on the geographical position (Central Eastern, Western, Northern and Southern states) and also on the agro-food product group according to the statistical classification in force in Romania: live animals, vegetal products, fats and oils of

vegetal and animal origin, food, beverages and tobacco. The final purpose was to evaluate the impact of each EU trade partner on Romania's agro-food trade balance in order to recommend the decision makers the development of the agro-food commerce with the those countries whose impact is a positive one.

## MATERIALS AND METHODS

The data were collected from the National Institute for Statistics for the year 2010 [5] and were processed using the share and comparison methods.

The EU countries were divided into 4 groups: Central and Eastern E.U. countries (CE EU), Western EU countries (W EU), Northern EU countries (N EU) and Southern EU countries (S EU).

The agro-food products were divided into 4 classes according to the statistical classification: (1) Live animals and preparations of animal origin, (2) Vegetal products, (3) Fats and oils of vegetal and animal origin and (4) Food, beverages and tobacco.

The following indicators were analyzed by each EU country group and agro-food product group: export value, import value, trade balance. Also, the trade balance was

calculated by EU country in order to identify the origin of the deficit by trade partner.

## RESULTS AND DISCUSSIONS

### Distribution of Romania's export and import value by EU country group.

In 2010, Romania's export with the EU countries accounted for Euro thousand 26,952,926, while its export recorded Euro thousand 33,985,745, resulting a negative trade balance of Euro thousand -7,032,819.

Romania's export was destined mainly to the W EU countries whose share was 48.89 %, on the 2nd position coming the S EU countries with 26.49 %, on the 3rd position the CE EU countries with 22.91 % and on the last position the N EU countries ( 1.71 %).

Romania's import was run especially with the W EU countries whose weight represented 43.73 %, then with the CE EU countries with a share of 33.27 %, on the 3rd position came the S EU countries with 21.50 % and finally the N EU countries with the smallest share 1.50 %.

As a result, the trade balance was a negative one for all the EU country groups, the highest share in the deficit was 72.98 % determined by the trade with the CE and the W EU countries (Table 1).

Table 1. Distribution of Romania's export and import value by EU country group, 2010

Country Group	Export value (Euro thousand)	Share (%)	Import value (Euro thousand)	Share (%)	Trade balance (Euro thousand)	Share %
CE EU	6,175,543	22.91	11,308,264	33.27	-5,132,726	72.98
W EU	13,179,219	48.89	14,862,172	43.73	-1,682,953	23.92
N EU	461,549	1.71	508,593	1.50	-47,044	0.67
S EU	7,136,615	26.49	7,306,716	21.50	-170,101	2.43
Total trade with the EU-27	26,952,926	100.00	33,985,745	100.00	-7,032,819	100.00

Source: National Institute for Statistics, 2012; Own calculations.

### Distribution of Romania's agro-food export and import value by EU country group.

The distribution of Romania's agro-food export value was the following one: 41.27 % with the S EU countries, 30.39 % with the CE EU countries, 27.78 % with the W EU

countries and 0.56 % with the N EU countries.

The agro-food import value was distributed among the EU country groups as follows: 51.41 % the CE EU countries, 34.04 % the W EU countries, 13.68 % the S EU countries and 0.93 % the N EU countries.

As a result, the agro-food trade balance was a negative one in case of the CE, W and N EU countries, but a positive one in case of the S

EU countries. The highest deficit was caused by the trade relations with the CE and W EU countries ( Table 2).

Table 2. Distribution of Romania's agro-food export and import value by EU country group, 2010

Country Group	Agro-food export value (Euro thousand)	Share (%)	Agro-food import value (Euro thousand)	Share (%)	Agro-food Trade balance (Euro thousand)
CE EU	700,037	30.39	1,648,613	51.41	-948,576
W EU	639,921	27.78	1,091,643	34.04	-451,722
N EU	13,055	0.56	29,858	0.93	-16,803
S EU	950,044	41.27	436,091	13.68	-513,953
Total trade with the EU-27	2,303,057	100.00	3,206,205	100.00	-903,148

Source: National Institute for Statistics, 2012; Own calculations.

### The weight of agro-food trade in Romania's trade with the EU country groups.

In 2010, agro-food export represented 8.54 % of Romania's export value while agro-food import accounted for 9.42 % of the import value in the trade relations with the EU-27.

Regarding export, the highest share of the agro-food trade was kept by the S EU (13.31 %) and the CE EU (11.33 %) while in case of import, the highest share belonged to the CE EU (14.57 %) and the W EU (7.34 %) as shown in Table 3.

Table 3. The share of Romania's agro-food export and import value in the country's export and import value by EU country group, 2010 (%)

Country group	CE EU	W EU	N EU	S EU	Total
Share of Export	11.33	4.85	2.82	13.31	8.54
Share of Import	14.57	7.34	5.87	5.96	9.42

Source: Own calculations.

### Export value by agro-food product group and EU country group.

Analyzing the situation of export value by agro-food product group and the EU country group, one can notice the following aspects:

-Live animals and preparations of animal origin were mainly exported in the CE EU

(41.43 %), in the S EU (35.02 %) and in the W EU (23.19 %).

-Vegetal products were especially exported in the W EU ( 42.46 %), but also in the S EU (39.79 %), followed by the CE EU ( 17.64 %).

Table 4. Export value by agro-food product group and EU country group, 2010

Product group	MU	CE EU	W EU	N EU	S EU	Total
Live animals and preparations	Euro thousand	140,594	78,706	1,244	118,758	339,302
	%	41.43	23.19	0.36	35.02	100.00
Vegetal products	Euro thousand	179,871	432,828	915	405,651	1,019,265
	%	17.64	42.46	0.11	39.79	100.00
Fats and oils of vegetal and animal origin	Euro thousand	100,150	9,426	-	49,640	159,216
	%	62.90	5.92	-	31.18	100.00
Food, beverages and tobacco	Euro thousand	279,422	118,961	10,896	375,995	785,274
	%	35.58	15.14	1.38	47.90	100.00
Total	Euro thousand	700,037	639,921	13,055	950,044	2,303,057
	%	100.00	100.00	100.00	100.00	-

Source: National Institute for Statistics, 2012; Own calculations.

-Fats and oils of vegetal and animal origin were exported, mainly in the CE EU ( 62.90 %) and also in the S EU (31.18 %) and just a few percentage belonged to the W EU ( 5.92 %)

-Food, beverages and tobacco were exported mainly to the S EU (47.90 %), the CE EU (35.58 %) and the W EU (15.14 %) and finally to the N EU (1.38 %) as presented in Table 4.

**Import value by agro-food product group and EU country group.**

The import value also varied by EU country group and agro-food product group as follows:

-Live animals and preparations of animal origin were mainly imported from the W EU (44.59 %) and the CE EU ( 40.48 %), then from the S EU (13.62 %) and finally from the N EU (1.31 %).

-Vegetal products were imported from the CE EU (61.23 %), the W EU (23.72 %), followed by the S EU (14.91 %) and a very small percentage for the N EU (0.14 %).

-Fats and oils were mainly imported from the CE EU (61.59 %) and the W EU (24.51 %), followed by the S EU (10 %) and the N EU ( 3.90 %).

-Food, beverages and tobacco were imported from the CE (55.02 %), the W EU ( 32.22 %), the S EU (12.05 %)(Table 5).

Table 5. Import value by agro-food product group and EU country group, 2010

Product group	MU	CE EU	W EU	N EU	S EU	Total
Live animals and preparations	Euro thousand	372,520	410,354	12,121	125,182	920,177
	%	40.48	44.59	1.31	13.62	100.00
Vegetal products	Euro thousand	557,474	216,014	1,303	135,646	910,437
	%	61.23	23.72	0.14	14.91	100.00
Fats and oils of vegetal and animal origin	Euro thousand	111,497	44,383	7,077	18,064	181,021
	%	61.59	24.51	3.90	10.00	100.00
Food, beverages and tobacco	Euro thousand	718,590	420,892	9,357	157,199	1,306,038
	%	55.02	32.22	0.71	12.05	100.00
Total	Euro thousand	1,648,613	1,091,643	29,858	436,091	3,206,205
	%	100.00	100.00	100.00	100.00	-

Source:National Institute for Statistics, 2012; Own calculations.

**Agro-food trade balance by EU country group and agro-food product group.**

-Live animals had a negative balance in case of all the EU country groups. The main contribution to the deficit of Euro thousand 580,875 was given by the commercial relationship with the W EU countries (57.09 %) and the CE EU countries (39.92 %).

-In case of vegetal products, the balance was a positive one, Euro thousand 108,828. This was due to the efficient trade with the S EU countries which had a positive balance of Euro thousand 279,005 and also with the W EU group, which had a positive balance of Euro thousand 216,814. The EU country group with a deep negative impact on

Romania's vegetal product balance was the CE group of states.

-Fats and oils of animal and vegetal origin registered a negative balance of Euro thousand 21,755, because of the deficit created by the commercial relationships with the W EU, the CE EU and finally with the N EU. The trade with the S EU countries had a positive effect on fats and oils balance ( Euro thousand 31,626).

-Food, beverages and tobacco registered a negative balance of Euro thousand 520,764. The CE EU and the W EU countries had a deep negative impact on the balance with a high deficit accounting for Euro thousand 439,168 and, respectively, Euro thousand 301,931. The trade with the S EU had a positive impact of Euro thousand 218,796 on

food, beverages and tobacco balance and also the N EU had a smaller contribution of Euro thousand 1,539 ( Table 6).

Table 6. Agro-food trade balance by EU country group and agro-food product ( Euro thousand)

Product group	CE EU	W EU	N EU	S EU	Total
Live animals and preparations	-231,926	-331,648	-10,877	-6,424	-580,875
Vegetal products	-337,603	+216,814	-388	+270,005	+108,828
Fats and oils of vegetal and animal origin	-11,347	-34,957	-7,077	+31,626	-21,755
Food, beverages and tobacco	-439,168	-301,931	+1,539	+218,796	-520,764

Source:Own calculations.

**Export value by agro-food product group for the Central Eastern EU countries**

The value of the agro-food exported products in the CE EU countries accounted for Euro thousand 700, 037 of which the highest share was kept by Bulgaria (43 %) and Hungary

(36%), followed by Poland, Austria and the Czech Republic. The weight of the CE EU countries was 40 % in case of food, beverages and tobacco, 26 % in case of vegetal products, 20 % for live animals and animal preparations (Table 7).

Table 7. Export value by CE EU country and agro-food product group (Euro thousand)

Product group	Austria	Bulgaria	Czech Republic	Poland	Slovakia	Slovenia	Hungary	Total
Live animals and preparations	4,796	87,853	3,921	2,220	6,723	1,177	33,904	140,594
Vegetal products	20,201	43,216	11,685	5,043	7,799	3,461	88,466	179,871
Fats and oils of vegetal and animal origin	2,857	25,112	564	2,099	5,446	16	64,056	100,150
Food, beverages and tobacco	10,890	145,068	15,137	32,688	9,337	2,385	63,917	279,422
Total	38,744	301,249	31,307	42,050	29,305	7,039	250,343	700,037

Source:National Institute for Statistics, 2012; Own calculations.

**Export value by agro-food product group for the Western EU countries.**

Agro-food export value with the W EU countries accounted for Euro thousand 639,921 of which 68 % vegetal products, 19 % food, beverages and tobacco, 12 % live animals.

The agro-food export was mainly developed with Netherlands, Germany, France, followed by Belgium and United Kingdom (Table 8).

**Export value by agro-food product group for the Northern EU countries.**

Agro-food export value registered with the N EU countries accounted for Euro thousand 13,055 of which 83 % represented food, beverages and tobacco and 10 % live animals and preparations of animal origin. The main exports were directed to Lithuania, Latvia, Estonia and Finland ( Table 9).

**Export value by agro-food product group for the Southern EU countries.**

Export value with the S EU countries recorded Euro thousand 375,995 in 2010 of which 43 % was represented by vegetal products, 40 % by food, beverages and tobacco, 13 % by live animals and the

remaining by fats and oils. The main export flow was directed to Italy, Spain and Greece, followed by Portugal and Cyprus (Table 10).

### Import value by agro-food product group for the Central Eastern EU countries

Table 8. Export value by W EU country and agro-food product group (Euro thousand)

Product group	Belgium	Denmark	France	Germany	Ireland	Luxembourg	Netherlands	United Kingdom	Total
Live animals and preparations	7,487	541	12,366	34,294	217	200	16,018	7,583	78,706
Vegetal products	77,809	154	101,620	92,007	6,899	11	145,663	8,665	432,828
Fats and oils of vegetal and animal origin	325	8	75	3,243	1	-	4,975	799	9,426
Food, beverages and tobacco	4,773	6,019	14,654	48,882	608	295	31,925	11,805	108,961
Total	90,394	6,722	128,715	178,426	7,725	506	198,581	29,358	639,921

Source: National Institute for Statistics, 2012; Own calculations.

Table 9. Export value by N EU country and agro-food product group (Euro thousand)

Product group	Estonia	Finland	Latvia	Lithuania	Sweden	Total
Live animals and preparations	-	-	78	777	389	1,244
Vegetal products	70	366	99	374	6	915
Fats and oils of vegetal and animal origin	-	-	-	-	-	-
Food, beverages and tobacco	2,360	1,814	2,744	2,903	1,075	10,896
Total	2,430	2,180	2,921	4,054	1,470	13,055

Source: National Institute for Statistics, 2012; Own calculations.

Table 10. Export value by S EU country and agro-food product group (Euro thousand)

Product group	Cyprus	Greece	Italy	Malta	Portugal	Spain	Total
Live animals and preparations	3,603	46,703	48,626	3	50	19,773	118,758
Vegetal products	24,394	40,576	163,810	3,394	38,600	134,877	405,651
Fats and oils of vegetal and animal origin	1,666	13,112	18,463	-	1,705	14,694	49,640
Food, beverages and tobacco	2,865	35,000	314,168	515	1,418	22,029	375,995
Total	32,528	135,391	545,067	3,912	41,773	191,373	950,044

Source: National Institute for Statistics, 2012; Own calculations.

The import value with the CE EU countries accounted for Euro thousand 1,648,613 of which 44 % food, beverages and tobacco, 34 % vegetal products, 23 % live animals and the remaining fats and oils. The main partners for import from this EU group of states were Hungary, Bulgaria and Poland ( Table 11).

**Import value by agro-food product group for the Western EU countries.**

Table 11.Import by CE EU country and agro-food product group (Euro thousand)

Product group	Austria	Bulgaria	Czech Republic	Poland	Slovakia	Slovenia	Hungary	Total
Live animals and preparations	41,468	50,545	15,106	63,461	12,401	985	188,554	372,520
Vegetal products	21,726	235,629	20,569	24,360	21,946	3,787	229,457	557,474
Fats and oils of vegetal and animal origin	2,304	22,859	1,887	5,565	237	25	78,620	111,497
Food, beverages and tobacco	57,578	141,097	43,998	148,496	20,006	1,422	194,521	718,590
Total	123,076	450,130	81,560	241,886	54,590	6,219	691,152	1,648,613

Source:National Institute for Statistics, 2012; Own calculations.

Table 12.Import value by W EU country and agro-food product group ( Euro thousand)

Product group	Belgium	Denmark	France	Germany	Ireland	Luxembourg	Netherlands	United Kingdom	Total
Live animals and preparations	33,090	27,046	42,399	196,170	1,305	254	102,574	7,516	410,354
Vegetal products	18,404	3,146	30,540	73,759	122	55	87,103	2,885	216,014
Fats and oils of vegetal and animal origin	3,659	5,571	469	21,499	-	-	12,983	202	44,383
Food, beverages and tobacco	37,086	13,222	59,946	201,601	2,862	440	70,000	35,735	420,892
Total	92,239	48,985	133,354	493,029	7,289	749	272,660	46,338	1,091,643

Source:National Institute for Statistics, 2012; Own calculations.

**Import value by agro-food product group for the Northern EU countries.**

The import value with the N EU countries accounted for Euro thousand 29,858 in 2010. The contribution of the agro-food products to

The import value with the W EU registered Euro thousand 1,091,643 in 2010 of which 39 % food, beverages and tobacco, 38 % live animals, 20 % vegetal products. The main import flow of agro-food products came from Germany, Netherlands and France (Table 12).

the import flow was the following one: 40 % live animals, 31 % food, beverages and tobacco, 24 % fats and oils. The countries which provided the main import flows were Sweden and Lithuania ( Table 13).

Table 13. Import value by N EU country and agro-food product group (Euro thousand)

Product group	Estonia	Finland	Latvia	Lithuania	Sweden	Total
Live animals and preparations	1,147	104	285	1,067	9,518	12,121
Vegetal products	26	64	193	877	143	1,303
Fats and oils of vegetal and animal origin	-	549	-	78	6,450	7,077
Food, beverages and tobacco	367	1,216	1,105	2,340	4,329	9,357
Total	1,540	1,933	1,583	4,362	20,440	29,858

Source: National Institute for Statistics, 2012; Own calculations.

**Import value by agro-food product group for the Southern EU countries.**

The import value with the S EU countries was Euro thousand 436,091 of which 36 % food,

beverages and tobacco, 31 % vegetal products and 29 % live animals and animal preparations. The main import flow came from Italy, Spain and Greece (Table 14).

Table 14. Import value by S EU country and agro-food product group (Euro thousand)

Product group	Cyprus	Greece	Italy	Malta	Portugal	Spain	Total
Live animals and preparations	5,202	11,329	54,728	20	992	52,911	125,182
Vegetal products	398	46,898	73,984	138	90	14,138	135,646
Fats and oils of vegetal and animal origin	-	3,862	11,889	-	-	2,313	18,064
Food, beverages and tobacco	4,024	26,553	89,411	9	10,800	1,422	26,402
Total	9,624	88,642	230,012	167	11,882	95,764	436,091

Source: National Institute for Statistics, 2012; Own calculations.

**Live animals trade balance by EU country**

The trade with live animals and animal preparations had a negative balance in the case of almost all the EU countries, except Bulgaria, Greece and Slovenia where it had a

positive one. The highest contribution to the negative balance was given by the commerce with Germany, Hungary, Netherlands, Poland, Austria, Spain, France, Denmark and Belgium whose negative impact as a whole accounted for Euro thousand 583,136 (Table 15).

Table 15. Live animals trade balance by EU country, 2010

CE EU		W EU		N EU		S EU	
Austria	-36,672	Belgium	-25,603	Estonia	-1,147	Cyprus	-1,599
Bulgaria	+37,308	Denmark	-26,505	Finland	-104	Greece	+35,374
Czech Rep.	-11,185	France	-30,033	Latvia	-207	Italy	-6,102
Poland	-61,241	Germany	-161,876	Lithuania	-290	Malta	-17
Slovakia	-5,678	Ireland	-1,088	Sweden	-9,129	Portugal	-942
Slovenia	+192	Luxemburg	-54	-	-	Spain	-33,138
Hungary	-154,650	Netherlands	-86,556	-	-	-	-
-	-	United kingdom	+67	-	-	-	-

Source: Own calculations.

**Vegetal products trade balance by EU country**

The trade balance was a positive one in case of vegetal products because of the good impact of Spain, Italy, France, Belgium, Netherlands, Portugal, Cyprus, Germany and Ireland. However a negative impact had the trade with Bulgaria, Hungary, Poland and Slovakia ( Table 16).

**Fats and oils trade balance by EU country.**

The trade balance of fats and oils by EU country showed that the trade with Spain, Greece, Italy, Slovakia, Bulgaria, Cyprus, Portugal, United Kingdom and Austria resided

Table 16. Vegetal products trade balance by EU country, 2010

CE EU		W EU		N EU		S EU	
Austria	-1,525	Belgium	+59,405	Estonia	+44	Cyprus	+23,996
Bulgaria	-192,413	Denmark	-2,992	Finland	+32	Greece	-6,322
Czech Rep.	-8,884	France	+71,080	Latvia	-94	Italy	+89,826
Poland	-19,317	Germany	+18,248	Lithuania	-503	Malta	+3,256
Slovakia	-14,147	Ireland	+6,777	Sweden	-137	Portugal	+38,510
Slovenia	-326	Luxemburg	-44	-	-	Spain	+120,739
Hungary	-140,991	Netherlands	+58,560	-	-	-	-
-	-	United kingdom	+5,780	-	-	-	-

Source:Own calculations.

Table 17. Fats and oils trade balance by EU country, 2010

CE EU		W EU		N EU		S EU	
Austria	+553	Belgium	-3,334	Estonia	-	Cyprus	+1,666
Bulgaria	+2,253	Denmark	-5,563	Finland	-549	Greece	+9,250
Czech Rep.	-1,323	France	-444	Latvia	-	Italy	+6,574
Poland	-3,466	Germany	-18,256	Lithuania	-78	Malta	-
Slovakia	+5,209	Ireland	+1	Sweden	-6,450	Portugal	+1,705
Slovenia	-9	Luxemburg	-	-	-	Spain	+12,381
Hungary	-14,564	Netherlands	-8,008	-	-	-	-
-	-	United kingdom	+597	-	-	-	-

Source:Own calculations.

Table 18. Food, beverages and tobacco trade balance by EU country, 2010

CE EU		W EU		N EU		S EU	
Austria	-46,688	Belgium	-32,313	Estonia	+1,993	Cyprus	-1,159
Bulgaria	+3,971	Denmark	-7,203	Finland	+598	Greece	+8,447
Czech Rep.	-11,310	France	-45,292	Latvia	+1,639	Italy	+224,757
Poland	-115,808	Germany	-152,719	Lithuania	-1,459	Malta	+506
Slovakia	-10,669	Ireland	-2,254	Sweden	-3,254	Portugal	-9,382
Slovenia	+963	Luxemburg	-145	-	-	Spain	-4,373
Hungary	-130,604	Netherlands	-38,075	-	-	-	-
-	-	United kingdom	-23,930	-	-	-	-

Source:Own calculations.

The value of export, import and trade balance were also influenced by the amount of agro-food products and their prices.

in benefit. The trade with fats and oils with the other EU countries had a negative balance ( Table 17).

**Food, beverages and tobacco trade balance by EU country.**

The trade balance of food, beverages and tobacco was negatively influenced by the commerce with Germany, Hungary, Poland, Austria, France, Netherlands and Belgium. Also, it was positively influenced by the trade with Italy and Greece and the Nordic EU countries ( Table 18).

## CONCLUSIONS

The analysis pointed out the origin of the agro-food trade deficit by EU country group and agro-food product group taking into account the statistical data of the year 2010.

Romania registered a negative trade balance of Euro Thousand 7,032,819. This deficit was caused by the trade deficit with the Central Eastern and Western EU countries, accounting for about 96.91 % and a lower contribution of 2.41 % was given by the Southern EU countries.

Agro-food trade balance was also a negative one registering a deficit of Euro thousand 903,148. This was determined mainly by the unefficient commerce with the CE and W EU countries, which together recorded Euro Thousand 1,400,298 deficit. However, the trade balance was positively influenced by the relationship with the Southern EU countries whose contribution accounted for Euro thousand 513,953.

Therefore, the agro-food trade has to be intensified with the Southern EU countries and to become more relaxed with the CE and W EU countries, especially regarding imports.

The increased share of agro-food trade in Romania's total trade 8.54 % for export and 9.43 % for import reflects that Romanian agro-food products are more and more competitive and more required in the common market.

Romania has to export more processed products which involve more value added. Vegetal products and food, beverages and tobacco are better sold compared to other agro-food product groups.

Live animals are mainly required in the CE and W EU countries, vegetal products in the W and S EU countries, fats and oils in the CE and S EU countries, and finally, food, beverages and tobacco in the S and the CE EU countries.

Agro-food imports have to be substantially diminished as long as Romania's agriculture is able to produce for the internal market.

Imports of live animals and preparations of animal origin, vegetal products and food, beverages and tobacco have to be seriously diminished especially from the CE and W EU countries.

Vegetal products have to be encouraged to be exported in the W and S EU member states, and fats and oils and also food, beverages and tobacco in the S EU countries.

Live animals and preparations of animal origin have to be mainly exported in the Balkan area in countries such as Bulgaria, Greece and also in Slovenia.

Vegetal products have to be exported especially to the W and S EU countries like Spain, Portugal, France, Italy, Belgium, Netherlands, Germany, Ireland, United Kingdom, Cyprus.

Fats and oils could be encouraged to be sold especially in the S EU countries like Spain, Greece, Italy, Cyprus, but also in Portugal, Slovakia and Bulgaria.

Food, beverages and tobacco have to be delivered especially to Italy, Greece, Bulgaria, Slovenia and the Nordic countries.

As a conclusion, Romania's agro-food trade could become more efficient if the balance is analyzed periodically by EU country and country group as well as agro-food product group. It is compulsory to identify the trade partners who determine the increase of the balance deficit and to diminish the imports from those countries and try to intensify the export.

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