

SOME ASPECTS REGARDING THE EFFICIENCY OF THE ACTIVITY AT S.C. LUZARDO PREST SERV L.L.C. BÂRCA, DOLJ COUNTY, ROMANIA

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Abstract

S. C. LuzardoPrestServL. L. C. is an economic agent with a considerable seniority in the field (founded in 2009), which appeared in the idea of satisfying the local requirements, related to the needs of the landowners regarding the execution of mechanical works in the agricultural field. In the course of time according to the Articles of Incorporation and due to the evolution of the economic environment, the company has achieved the diversification of its activity by focusing on the cultivation of field plants. The vast majority of the current activity is carried out on the territory of Bârca and Giurgița communes in Dolj County. During the period 2018-2020, the unit cultivated autumn wheat, barley, oats, corn, sunflower and alfalfa. The works follows the situation and the evolution of the financial indicators, starting from the profit and loss account of the unit. The economic operator recorded total revenues between 3,839,945 and 4,058,383 lei (2018 and 2020 respectively), variable total expenses from 3,022,907 lei in 2018 to 3,987,541 in 2020, and the net profit rate reached extremes of 0.97 and 26.05% in the case of the years 2020 and 2018. At the unit level, there is a need for an adequate management of inputs, as well as a more careful reporting on market realities in order to be able to cope with the current economic situation.

Key words: expenses, profit, price, income, variation

INTRODUCTION

The commercial company LuzardoPrestServ L.L.C., was established as a limited liability company with a single associate, acquiring legal personality on the date of registration at the Trade Register Office attached to the Dolj Tribunal (CUI - 26299144, registration no. - J16/1565/2009) [6].

The registered office of the company is in Bârca commune, Bârca north section, str. Târgului, nr. 72A, Dolj County. The duration of operation of the company is unlimited.

In the articles of incorporation of the company [9] it is mentioned that the main field of activity is classified under CAEN code 0161 – "Ancillary activities for crop production". In addition to the main field of activity, the company can also carry out other secondary activities in the fields of agriculture, hunting and related services; fisheries and aquaculture; food industry; manufacture of beverages; the manufacture of tobacco products; wholesale and retail trade -

excluding motor vehicles and motorcycles; rental and leasing activities, etc. The articles of incorporation also contain information relating to the management of the company, control of the company, bank account, calculation and payment of benefits, financial year, dissolution and liquidation of the company, disputes.

At the moment, the company works 700 ha which are located in the area of Bârca and Giurgița communes. Society practices a range of crops, quite varied (which gives it the possibility of practicing an adequate rotation): autumn wheat, barley, oats, corn, sunflower, alfalfa. The crops presented above (e.g. maize) are distinguished by their multiple uses (including ensuring food security) and can be as sources of profit [2, 3]. The cereal crops practiced (about 75% of the area, at the unit level) come and reinforce the idea that they represent the main source of income of the agricultural producers in our country [4].

The company has multiple facilities, materialized in fixed capital elements, as

follows: 8 tractors (Case IH, DeutzFahr 9340 TTV, Europard, Jhon Deere 6900, New Holland T 7260 CL, New Holland T 6175 - 2 pieces, backhoe loader), 7 plows (Huards Kuhn, KvernelandVario, Kverneland-reversible, Kverneland PG 1008 - 2 pieces, Gregoire et Besson, Quivogne Aster 120), 2 fertilizing machines (Kuhn - 2 pieces), 4 harrows (Diskator 610, Kverneland, Rabewerk - 2 pieces), 6 sowers (peas - 2 pieces, Kuhn - 2 pieces, Kverneland Optima, SPC 8), 2 cultivators (Bendar, Horsch Tiger), 2 mills, 2 machines for carrying out treatments, irrigation plants, 2 combines and specific harvesting equipment (Case AF 6088, Laverda M 200, corn picker - 2 pieces, specific equipment for straw cereals, rapeseed, sunflower), mowers - FPM Agromehanika, 1 baler - Maschio, 1 baler balers - Pomarol, 1 wrapping machine - Vicon, 8 trailers (various types), administrative buildings and associated with the productive process (administrative headquarters, warehouses, warehouses, video surveillance system, mechanical workshop, service station, drainage system, underground irrigation system), 4 loading equipment, various equipment (GPS systems, crane, wheat mill, lathe), 3 cars, 3 trucks, etc.. The inventory value of the capital, at the end of 2020, was 8,754,755.44 lei [11].

Income express saleable value of goods and services produced in a company [14]. Agricultural producers can also benefit from incomes in the form of subsidies, which encourages their positive evolution (volume of inputs attracted, compensation of some expenses, practice of organic crops, etc.) [13]. Revenues are also important in that they influence the lifestyle of producers [1].

Expenditure as an economic category, if a thorough analysis is made, helps the manufacturing sector to adopt a strategy adapted to the specifics of the activity carried out [12].

From the point of view of economic results, it is important to periodically analyse the factors that can influence the size of the profit [8]. The size of the profit is influenced by the level of production capitalised, the value of the cost of production and the selling price obtained in the course of marketing

[15]. Profit-making can sometimes be a difficult goal for small and medium-sized agricultural producers to achieve, as they have to maintain relations with existing market intermediaries [5]. Profit is a means that ensures the continuity (resumption) of productive activity [7].

MATERIALS AND METHODS

For the present work – there were determined, according to the recommended methodology, and interpreted indicators, grouped into three categories: **income indicators** – sold production, income from the sale of goods, net turnover (further defined, turnover – resulting from the summation of the first two indicators); income on the current cost of production (caught in the text as revenue for the cost of production), income from operating subsidies, income from other sources, income from other sources of operation (obtained by summing up the components that have been presented above), interest income, other financial income, financial income (resulting from the summation of the two indicators presented above); total income (determined as the sum between operating income and financial income); **spending indicators**: expenditure on raw materials and consumables, other material expenditure, other external expenditure (energy and water), expenditure on goods, trade reductions received, total material and expenditure on goods (resulting from the summation of previous indicators); salaries, insurance costs, staff costs (determined as the sum between salaries and insurance costs); adjustments relating to tangible and intangible assets (hereinafter referred to as adjustments relating to assets); expenditure on external benefits, expenditure on other taxes, duties and similar payments (hereinafter referred to as expenditure on other taxes and charges), other charges, other operating charges (resulting from the summation of the last three indicators referred to above); total operating expenses (the sum of material and expenditure on goods, personnel costs, adjustments to fixed assets and other operating charges); expenditure on interest, other financial charges, total financial

expenditure (determined by summing up the last two indicators presented above); total expenditure (resulting from the summation of operating expenses and financial charges); **profitability indicators:** profit or loss on operation, profit or loss, profit or gross loss (sum of the two indicators presented above); corporate tax, other taxes or duties, net profit or loss (difference between gross profit or loss and the amount of tax and other taxes or duties); rate of profit or loss on the operation (percentage ratio between operating profit or loss and operating expenses), the rate of financial profit or loss (percentage ratio of financial profit or loss to financial expenses); gross profit or loss ratio (percentage ratio of gross profit or loss to total expenses); net profit or loss ratio (percentage ratio of net profit or loss to total expenses).

The essential information source is represented by the Profit and Loss Account of the company [10].

The indicators take the form of a dynamic series consisting of four terms: the years 2018, 2019, 2020 and the average period. The

evolution, over time, of the indicators is highlighted by means of fixed base indices.

RESULTS AND DISCUSSIONS

Table 1 shows the indicators of income for the years 2018, 2019, 2020 and average period.

The value of production was between 2,619,324 lei in 2018 to 3,047,639 lei at the level of 2019, and the average of the period was 2,817,509.33 lei. There is an uneven evolution of the indicator, the increases of 16.35% recorded in 2019 compared to those of 2018, being followed by lower levels in 2019 compared to the composition base (6.35%), and for the average of the period the exceedance of the reporting base was 7.57%.

The revenues from the sale of goods had an average of 85,951.67 lei (+13.34% in dynamics), a value based on sequential levels of 75,832 lei in 2018, 70,889 lei in 2019 (-6.52% in dynamics) and 111,134 lei for 2020 (+46.35% compared to the first term of the dynamic series).

Table 1. Indicators of income (lei)

No.	Specification	2018	2019		2020		Average**	
		Ef.*	Ef.*	2019/ 2018**	Ef.*	2020/ 2019**	Ef.	Average / 2018
1.	Production sold	2,619,324	3,047,639	116.35	2,785,565	106.35	2,817,509.33	107.57
2	Revenue from the sale of goods	75,832	70,889	93.48	111,134	146.55	85,951.67	113.34
3	Turnover	2,695,156	3,118,528	115.71	2,896,699	107.48	2,903,461.00	107.73
4	Revenue related to the cost of production	209,909	4,263	2.03	144,262	68.73	119,478.00	56.92
5	Income from operating subsidies	809,794	778,851	96.18	928,611	114.67	839,085.33	103.62
6	Other operating income	125,066	67,997	54.37	87,052	69.60	93,371.67	74.66
I	Operating income	3,839,925	3,969,639	103.38	4,056,624	105.64	3,955,396.00	103.01
7	Interest income	20	-8	0	94	470 times	35.33	176.65
8	Other financial income	0	0	0	1,665	100	555.00	33.33
II	Financial income	20	-8	0	1,759	8795 times	590.33	29.51 times
III	Total revenue	3,839,945	3,969,631	103.38	4,058,383	105.69	3,955,986.33	103.02

Source: * data extracted from the Profit and Loss Account (2018 – 2020).

** own calculation.

The turnover varied from 2,695,156 lei in 2018 to 3,118,528 lei for 2020, so that the average of the period reached 2,903,461 lei (given that 2020 is characterized by a value of 2,896,699 lei). The dynamics of the indicator contains only supra-unit indices (107.48, 107.73 and 115.71% for 2020, the average of the period and 2019, respectively). The revenues related to the production cost were between 4,263 lei in 2019

and 209,909 lei for 2018, and the average of the period was 119,478 lei (given that at the level of 2020 it was recorded a value of 144,262 lei). As a result, there is an uneven evolution of the indicator.

The income from operating subsidies has an average of 839,085.33 lei, with extreme values of 778,851 lei and 928,611 lei, specific to the years 2019 and 2020, respectively. The

dynamics of the indicator highlight a fluctuating evolution of the indicator, characterized by a decrease of 3.82% in 2019 compared to the reference term and by its exceedances, by 3.62 and 14.67% respectively, for the average of the period and in the case of 2020.

The manufacturer recorded other operating income in all the analysed years, as follows: 67,997 lei in 2019, 87,052 lei in 2020 and 125,066 lei for 2018. These values determined an average of 93,371.67 lei. The dynamics show a downward-uneven evolution of the indicator, with levels (of the indices) of 54.37, 69.60 and 74.66% in 2019, 2020 and for the average period, respectively.

The unit recorded operating income, which reached levels of: 3,839,925 lei in 2018, 3,969,639 lei for 2019, 4,056,624 lei in 2020 and 3,955,396 lei for the average of the period. The dynamics of the indicator have only supra-

unit indices: 103.38% in 2019, 105.64% for 2020 and 103.01% for the average period.

The interest income was 20 lei in 2018, -8 lei for 2019 and 94 lei for 2020, so that the average of the period was 35.33 lei. The dynamics highlight supra-unit values in 2020 and for the average period – 470 and 1.76 times the comparison term, respectively.

During the analysed period, there are other financial incomes only in the case of 2020 (1,665 lei), so that the average of the period represented 33.33% of this level (555 lei).

Financial revenues are characterized by an average of 590.33 lei (29.51 times the comparison base, in dynamics), an average of which is based on annual sequential levels of 20 lei in 2018, -8 lei for 2019 and 1,759 lei for 2020.

Table 2 contains the indicators of expenditures for the period under review.

Table 2. Indicators of spending (lei)

N o.	Specification	2018	2019		2020		Average**	
		Ef.*	Ef.*	2019/2018**	Ef.*	2020/2018**	Ef.	Average/2018
1	Expenditure on raw materials and consumables	1,528,635	1,713,960	112.12	1,806,097	118.15	1,682,897.33	110.09
2	Other material charges	14,169	19,090	134.73	8,592	60.64	13,950.33	98.46
3	Other external expenditure (energy and water)	16,464	51,368	312.01	6,080	36.93	24,637.33	149.64
4	Expenditure on goods	62,837	58,855	93.66	123,193	196.05	81,628.33	129.90
5	Trade discounts	125,612	145,349	115.71	237,001	188.68	169,320.67	134.80
6	Material and expenditure on goods	1,496,493	1,697,924	113.46	1,706,961	114.06	1,633,792.67	109.17
7	Salaries	445,371	562,444	126.29	741,947	166.59	583,254.00	130.96
8	Insurance costs	3,152	4,892	155.20	8,708	276.27	5,584.00	177.16
9	Personnel costs	448,523	567,336	126.49	750,655	167.36	588,838.00	131.28
10	Adjustments for fixed assets	665,937	760,313	114.17	1,021,299	153.36	815,849.67	122.51
11	Expenditure on external benefits	145,393	287,655	197.85	230,688	158.67	221,245.33	152.17
12	Expenditure related to other taxes and charges	120,772	36,675	30.37	29,187	24.17	62,211.33	51.51
13	Other expenditure	61,550	35,615	57.86	31,173	50.65	42,779.33	69.50
14	Other operating charges	327,715	359,945	109.83	291,048	88.81	326,236.00	99.55
I	Total expenditure Exploitation	2,938,668	3,385,518	115.21	3,769,963	128.29	3,364,716.33	114.50
15	Interest expenditure	83,622	164,122	196.27	205,678	245.96	151,140.67	180.74
16	Other financial expenditure	617	8,538	13.83 times	11,900	19.28 times	7,018.33	11.37 times
II	Financial charges	84,239	172,660	204.96	217,578	258.29	158,159.00	187.75
II I	Total expenditure	3,022,907	3,558,178	117.71	3,987,541	131.91	3,522,875.33	116.53

Source: *data extracted from the Profit and Loss Account (2018 – 2020).

** own calculation.

For raw materials and consumables, values are found from 1,528,635 lei in 2018 to 1,806,097 lei in 2020, the average of the period reaching

1,682,897.33 lei. The dynamics underline the upward trend of the indicator, the advance in 2019 and 2020 (1.12 and 1.18 times compared

to the first term of the dynamic series) being followed by a more temperate growth for the average period (1.10 times).

Other material expenses appear in all years – 14,169, 19,090 and 8,592 lei respectively, values that determine an average of the period of 1,395.33 lei. The dynamics include values, of the component indices, from 60.64 to 134.73% (years 2020 and 2019, respectively).

The article, other external expenses, is characterized by an average of 24,637.33 lei (149.64% in dynamics), with extremes of 6,080 and 151,368 lei at the level of 2020 and 2019 respectively (36.93 and 312.01% compared to the first term of the dynamic series in 2018 – 16,464 lei).

Expenditures on goods recorded an average of 81,628.33 lei (+29.90% in dynamics), which is based on annual levels of: 62,837 lei in 2018, 58,855 lei for 2019 (-6.34%) and 123,193 lei for 2020 (+96.05% compared to the reporting deadline).

The commercial discounts were of 125,612 lei in 2018, then they increased by 15.71% in 2019 (145,349 lei), an increase that was accentuated in the case of 2020 - +88.68% (237,001 lei). As a result, the average period reached 169,320.67 lei (134.80% in dynamics compared to the reporting base).

Consequently, the total expenditures on materials and goods were between 1,496,493 lei in 2018 and 1,706,961 lei for 2020 (1.14 times increase in dynamics), and in 2019 a value of 1,697,924 lei was reached (1.13 times). In these conditions, the average of the period was of 1,633,792.67 lei, which in dynamics represented an increase of 9.17% compared to the reporting base. The dynamics of the indicator are an upward-uneven one.

Salary expenses recorded an increase from 445,371 lei in 2018, 1.26 times in 2019 (562,444 lei) and 1.66 times in 2020 (741,947 lei). In these conditions, the average of the period was 583,254 lei, representing 130.96% compared to the reference term.

Insurance had an average of 5,584 lei (overshoot of +77.16% compared to the reporting base), with extreme values of 3,152 lei in 2018 and 8,708 lei for 2020 (+176.27%).

Personnel expenses had increasing values, for the analysed period, from 448,523 lei in 2018,

to 567,336 lei for 2019 and up to 750,655 lei at the level of 2020, while the average of the period was 588,838 lei. It can be discussed by an upward-uneven trend of the indicator highlighted by the exceedances of the reference term as follows: 1.26 times in 2019, 1.67 times for 2020 and 1.31 times in the case of the average period.

Adjustments on fixed assets have a net upward trend. The year 2018 is characterized by a value of 665,937 lei, which increases to 760,313 lei in 2019, respectively to 1,021,299 lei for 2020. In these conditions, the average period reached 815,849.67 lei (122.51% compared to the reporting base). Dynamics contains strictly super-unit indices (114.17 and 153.36% for 2019 and 2020, respectively).

Expenditures on external services amounted to 145,393 lei in 2018, increased by 97.85% in 2019 (287,655 lei) and by 58.67% for 2020 (230,688 lei), and the average of the period reached 221,245.33 lei (+52.17% in dynamics compared to the reporting deadline).

As for the expenses with other taxes and fees, it can be noted that they varied from 29,187 lei in 2020 to 120,772 lei at the level of 2018, while the average of the period was 62,211.33 lei (given that 2019 presents a level of 36,675 lei). In the created dynamics, only subunit values can be observed: 30.37, 24.17 and 51.51% for 2019, 2020 and for the average period, respectively.

For the other expenses element, the company registers an average of 42,779.33 lei (-30.50% compared to the comparison base), an average of which has as determining values 61,550 lei from 2018, 35,615 lei from 2019 (-42.14% in dynamics) and 31,173 lei registered for 2020 (-49.35%).

Other operating expenses recorded the following situation: 327,715 lei in 2018, 359,945 lei for 2019 and 291,048 lei for 2020. In these conditions, the average of the period was 326,236 lei. Starting from these values, the dynamics of the indicator were constituted, characterized by a single supra-unit value in 2019 (109.83%) and by two subunit levels for 2020 and respectively for the average of the period (88.81 and 99.55%).

The total operating expenses have sequential levels of: 2,938,668 lei in 2018, 3,385,518 lei for 2019 (+15.21% in dynamics), 3,769,963 lei

in 2020 (+28.29%), 3,364,716.33 lei in the case of the average period (+14.50%).

The company made interest expenses in all years: 83,622 lei in 2018, 164,122 lei for 2019 (+96.27% in dynamics), 205,678 lei in the case of 2020 (+145.96%). As a result, the average period reached 151,140.67 lei (180.74%).

Other financial expenses appear, with an average of 7,018.33 lei (11.37 times the reporting base is 11.37 times) which was due to the annual sequential levels of 617, 8,538 and 11,900 lei respectively - for 2018, 2019 (13.83 times compared to the previous year) and 2020 (19.28 times compared to the first term of the dynamic series).

This situation determined total financial expenses of 84,239 lei at the level of 2018,

172,660 lei in 2019 (+104.96% in dynamics) and 217,578 lei for 2020 (+158.29% compared to the reference base). As a result, the average of the period was 87.75% higher than the comparison term, reaching a level of 158,159 lei.

Regarding the level of total expenses, it should be noted that it reached 3,022,907 lei in 2018, 3,558,178 lei for 2019 and 3,987,541 lei for 2020, respectively, while the average of the period reaches 3,522,875.33 lei.

The dynamics of the indicator is made up, only, of super-unitary indices – 116.53, 117.71 and 131.91% for the average of the period, 2019 and 2020, respectively.

Table 3 shows the level of profitability indicators.

Table 3. Profitability indicators

No.	Specification	U.M.	2018	2019		2020		Average**	
			Ef.	Ef.	2019/ 2018	Ef.	2020/ 2018	Ef.	Average/ 2018
1	Operating profit *	lei	901,257	584,121	64.81	286,661	31.81	590679,67	65.54
2	Financial loss *	lei	84,219	172,668	205.02	215,819	256.26	157,568.67	187.09
3	Gross profit *	lei	817,038	411,453	50.36	70,842	8.67	433,111.00	53.01
4	Other taxes or duties *	lei	29,459	36,509	123.93	32,225	109.39	32,731.00	111.11
5	Net profit *	lei	787,579	374,944	47.61	38,617	4.90	400,380.00	50.84
6	Rate of operating profit **	%	30.67	17.25	56.24	7.60	24.78	17.55	57.22
7	Rate of financial loss **	%	99.97	100.01	100.04	99.19	99.22	99.63	99.66
8	Gross profit rate **	%	27.03	11.56	42.77	1.78	6.59	12.29	45.47
9	Net profit rate **	%	26.05	10.54	40.46	0.97	3.72	11.37	43.65

Source: *data extracted from the Profit and Loss Account (2018 – 2020).

** own calculation.

The operating profit is characterized by an average of 590,679.67 lei, a value resulting from the sequential annual levels of 901,257 lei in 2018, 584,121 lei for 2019 and 286,661 lei specific to 2020. These values highlight the downward trend of the indicator, the decreases compared to the reference period of 35.19% for 2019, 68.19% for 2020 and 34.46% for the average period.

The financial loss was of 84,219 lei in 2018, 172,668 lei at the level of 2019 and of 215,819 lei for 2020 (in dynamics supra unit values of the indices: 205.02 and 256.26% for 2019 and 2020, respectively). As a result of this state of affairs, the average of the period reaches 157,568.67 lei, i.e. 187.09% compared to the reference term.

The gross profit has values of 817,038 lei in 2018, 411,453 lei at the level of 2019, 70,842 lei for 2020 and 433,111 lei for the average period. The dynamics of the indicator is characterized by sub-unit values of the component indices: 50.36, 8.67 and 53.01% for the years 2019, 2020 and, respectively, the average of the period.

The company paid other taxes, but did not pay corporate tax. Thus, values of the indicator are found, as follows: 29,459 lei in 2018, 36,509 at the level of 2019 (+23.93% in dynamics), 32,225 lei in the case of 2020 (+9.39%), 32,731 lei for the average period - level that represented 111.11% of the reporting base.

The net profit is characterized by an average of 400,380 lei, given that the extreme values of the indicator appeared in 2020 – 38,617 lei

and, respectively, 2018 – 787,579 lei. The dynamics of the indicator is a downward-uneven one, the decreases compared to the reporting term being of 52.39% for 2019, 95.10% for 2020 and 48.16% for the average of the period.

The operating profit rate was 30.67% in 2018, 17.25% in the case of 2019, 7.60% for 2020 and 17.55% for the average of the period. The evolution, over time, of the indicator is in the form of a downward-fluctuating trend, the decreases in 2019 of 43.76%, being followed by other decreases -higher- in 2020 (75.22%), and for the average of this period reached 42.78%.

The company recorded a financial loss rate of 99.63% at the level of the average period, which is based on the rates of 99.97, 100.01 and 99.19% specific to the years 2018, 2019 and 2020, respectively. A fluctuating dynamic was recorded, being characterized by an increase in 2019 compared to 2018 (+0.04%) and two decreases for 2020 respectively for the average of the analyzed period (0.78 and 0.34%).

We can see a lower gross profit rate than that of operating profit (absolutely normal situation, which was determined by the existing financial losses): 27.03% in 2018, 11.56% for 2019 (42.77% in dynamics), 1.78% at the level of 2020. (6.59%), 12.29% for the average of the range (45.47% compared to the reference term).

The net profit rate averaged 11.37%, with extreme values of 0.97% in the case of 2020 and of 26.05% in 2018. As a result of this situation, the dynamics are a downward-uneven one, the reference term being higher by 59.54, 96.28 and 56.35%, than the specific situation for 2019, 2020 and for the average of the period, respectively.

In the structure of total income, operating income predominates with 99.99%, financial income being only 0.01% of the total. The components of operating income are found in proportions of: 2.36% other operating income, 3.02% income related to the cost of production in progress of execution, 21.22% income from operating subsidies, 73.39% net turnover (Fig. 1). Interest income predominates in financial income.

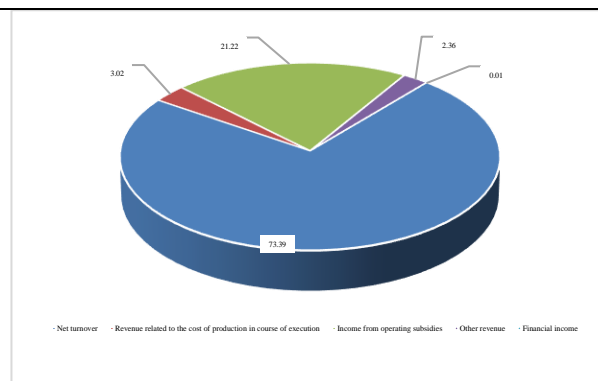


Fig. 1. Total operating income structure (%)
 Source: own calculation.

In the structure of total expenses, operating expenses predominate (95.51%), while financial expenses are reduced (4.49%). Among the operating expenses, material and goods expenses predominate – 46.37%, followed by adjustments for tangible and intangible assets – 23.16%, personnel expenses – 16.71% and other operating expenses – 9.27% (Fig. 2).

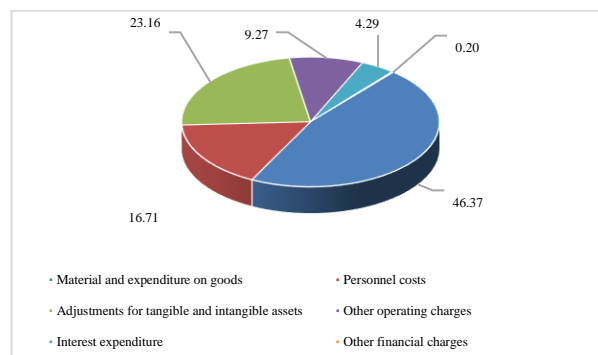


Fig. 2. Total expenditure structure (%)
 Source: own calculation.

The components of financial expenses hold, in total, shares of 0.20% of other financial expenses and 4.29% of interest expenses.

The unit registers operating profit, but also financial loss – 590,679.67 and 157,568.67 lei, respectively, which determines a level of 433,111 lei of gross profit. The net profit was 400,380 lei.

With great results, 2018 stands out – as a year of maximum and the year 2020 as a year of minimum.

A better management of expenditure items is needed, but there is also a need for appropriate policies from the state to support the activity of companies in the field of agricultural production.

CONCLUSIONS

Based on the history of the company, it can be found that it has adequate experience for the activity it carries out.

The decrease in profit, from year to year, is influenced by the specifics of the three years (natural and economic-social conditions). This is also due to the fact that the pace of growth in expenditure is higher than the pace of revenue growth. Also, as an element that negatively influences the level of profit is also manifested financial expenses, this led to the occurrence of losses of this nature at the level of the producer. Based on the experience held and as a result of the trends of the socio-economic environment, it is necessary to manage as carefully as possible the factors of a technological nature, in accordance with the evolution of the pedoclimatic conditions specific to the development of the activity. On this basis, the unit must adequately manage the level of inputs used in the current activity. At the same time, the question arises of a thorough prospecting of the sales market, so as to achieve the capitalization of the products at the most advantageous moments and prices.

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