

ANALYSIS OF DEGREE OF FULFILL THE PLAN AT S.C. "SUGAR CORABIA" S.A.

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Key words: deviation, expenses, total production, average production, profit, revenue

ABSTRACT

Specific activity conducted by the unit under review, targets a well-defined segment of consumers (processors of food, feed users, companies trade in agricultural products). The content of the study aims to establish a direct link between managerial experience unit of society, the conduct of business conditions (including local economic and social conditions) and obtainable results. In this context "the need for investment is recognized by all stakeholders, but many local socio-economic factors involved in benefit-risk analysis is resented by farmers" (Vladu M. et al. 2016).

Activity analysis is based on a range of indicators suitable for economic operators that carry out agricultural activity (production average total production, revenues, expenses, profitability indicators).

Given the complexity of the work, reference is made only one crop year to include in a measure accurate all facets of the work performed.

INTRODUCTION

Society bear the official name S.C. "Sugar Corabia" S.A., being Romanian legal entity, with the legal form of organization stock company. The company's activity is carried out according to the laws of Romania and in accordance with the Constitution.

The company has a head office in Corabia str. Traian, no. 1 Olt county, in addition to which there are three locations declared and secondary Corabia, str. Bibescu Voda, nr. 1 block CAM NEF, Olt County; Stoienesti township, village Stoienesti, vegetable farm, Olt; Corabia, str. Islaz, no. 59, Olt.

The constitutive act updated at 24.03.2008 contains information Name, legal form, location, duration; object of activity; share capital and shares; General Assembly; administration company; auditing; economic and financial activity; profits and losses; company records.

Life of the society is one unlimited.

The main activity of the company comprises as main field: plant cultivation impermanent. The main activity (0111) is the cultivation of cereals (except rice), legumes and oilseeds producing plants.

The share capital is 6250000 lei, divided into shares of 2.5 lei each, ie 250,000 shares. The majority shareholder is the company Mimo Trading Corporation (99.291% of shares - 2482275 shares) and the remaining 0.709% stake (17725 shares) is held by individuals.

The company is led by ordinary and extraordinary General Assemblies that are convened under the legal provisions in force.

The company management is based on the work of the Management Board and the senior management executive: general manager, deputy general manager, technical director, financial director, director agro-mechanics.

Management control is exercised through a financial auditor, economic and financial situation is submitted to the competent authorities (law), dividends are distributed to shareholders (in proportion to its participation in share capital), the losses are borne by shareholders (the same mechanism as if dividends).

The company holds registers of shareholders of the meetings of the General Assembly, the Board meetings, the auditors, bonds and other special registers stipulated by law.

The company includes in organizational structure, five farms, covering 4190 ha.

The unit has a fairly developed mechanical park (15 tractors, 5 plows, 5 disc harrows, 7 pieces of drills, 4 precision seeders, 7 cultivators (4-8 rows), 2 combiners, 8 combines (six with header 8 m, two with headers 5.5 m) harvesting equipment, 8 planters and 9 tractors for cargo), but can be improved, at least in terms of increasing the number of machines, if we consider the load/land equipment (312.66 ha / tractor, 586.25 ha / machine).

Operate at five farms (Celei, Izbiceni, Orlea, Stoene ti, Vârtop) is one beneficial, reducing the risk impact of natural phenomena, related to agro meteorological events.

The unit has a range of cultures relatively small (winter wheat, maize, sunflower and rapeseed), which increases the negative impact of the uncertainty of economic nature, but the leadership was directed to products with a request convenient to the market. Unlike other manufacturers, the unit can offer customers Lots of great products, superior quality and homogeneous.

METHOD AND MATERIAL

To conceiving and drafting of work has been used documentary research that was done in different ways: thematic discussions with company employees accessing various databases (direct consultation of bibliographic material in the library, documentation consultation situations provided by the firm, the study bases electronic data, etc.).

Were used economic indicators classics that highlight the use of the land (surface structure of cultivated arable land), and the activity results: total production (in natural expression), the average production (in natural expression and value), the selling price, revenue overall, total expenditure, cost of production, total profit and gross profit, gross profit ratio. At the level of these indicators, it shows both the planned levels and levels achieved, for crop year 2013-2014.

The indices represent the synthetic sizes that give variability - in time and space - of economic phenomena, they being expressed - always - in relative units. At the same time, indexes can be used to determine the degree of realization of programs both in the production and vegetable production in animal husbandry.

The degree of achievement the plan can be evidenced by the change in the absolute or relative indicators, through the use of specific formulations, such as:

$$R = R_1 - R_0 ;$$
$$IR = \frac{R_1}{R_0} \times 100, \text{ in which:}$$

R0 – the planned level of the indicator;

R1 – the level achieved (effective) of the indicator;

R – absolute deviation of this indicator;

IR – the relative variation of this indicator.

RESULTS AND DISCUSSIONS

The table 1 shows the situation of gross profit, the general level of activity for the four cultures practiced.

It can be seen that in all five cases there were absolute deviations compared to the plan (Fig. 1) as follows: 1250929 lei overall level of activity, taking into account the planned level of 1239420 lei and the level achieved by 2490349 lei; +1086365 Sunflower crop lei (1194765 lei compared to 108400 lei); 500478 lei for growing maize (642078 lei versus 141600 lei); 201646 lei for the production of rapeseed (4200466 lei compared to 218820 lei); -537480 lei for wheat (233040 lei versus 770520 lei).

Table 1.

S.C. Zah rul Corabia S.A. Gross profit (2013-2014)*

No.	Farm	Planned (lei)	Accomplished (lei)	R (± lei)	IR (%)
1	Winter wheat	770520	233040	-537480	30,24
2	Grain maize	141600	642078	+500478	453,44
3	Sunflower	108400	1194765	+1086365	11,02 ori
4	Rape seed	218820	420466	+201646	192,15
6	Total	1239420	2490349	+1250929	200,93

* Internal statistics S.C. Zah rul Corabia S.A.

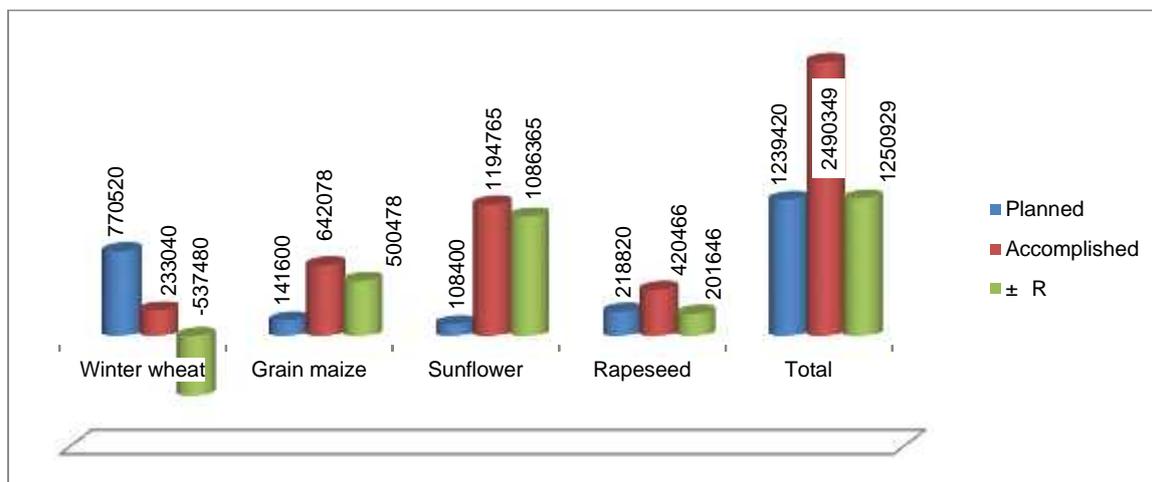


Fig. 1. Gross profit (lei)

Relative deviations (fig. 2) notes a situation which does not achieve the plan (30.24% of the planned wheat), and the rest, exceeded the established plan as follows: 1.92 times in the case of rape, 2, 0 times overall level of activity, 4.53 times and 11.02 times for grain maize sunflower.

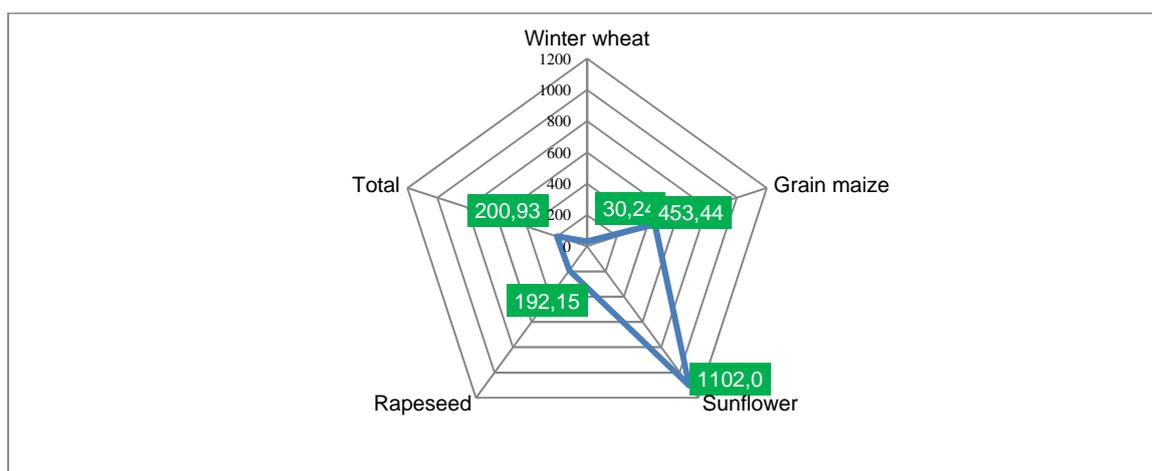


Fig. 2. Gross profit - the index of fulfillment the plan

Table 2 contains data on gross profit ratio.

- Unit has planned an overall rate of 10.22%, which was exceeded by 9.61% so the actual level of the indicator was 19.83% (Fig. 3).
- Wheat consumption registered a rate of 4.24%, which represents a decrease of 9.9% compared to the planned level (14.14%) - fig. 3.

- Corn grain 37.06% exceeded the planned level of 12.50% of the rate, reaching 49.56 lei to 100 lei gross profit Total expenses (fig. 3).
- Sunflower crop has exceeded projections by 33.42%, so the planned level of 3.57% reached 36.99% -in Reality (fig. 3).
- Oilseed rape culture compared to an expected 8.72% was reached a level of 16.53% (+ 7.81%) - fig. 3.

Table 2.

S.C. Zah rul Corabia S.A. . The gross profit rate (2013-2014)*

No	Farm	Planned (lei)	Accomplished (lei)	R (± %)	IR (%)
1	Winter wheat	14,14	4,24	-9,9	29,99
2	Grain maize	12,50	49,56	+37,06	396,48
3	Sunflower	3,57	36,99	+33,42	10,36 times
4	Rape seed	8,72	16,53	+7,81	189,56
6	Total	10,22	19,83	+9,61	194,03

* Internal statistics S.C. Zah rul Corabia S.A.

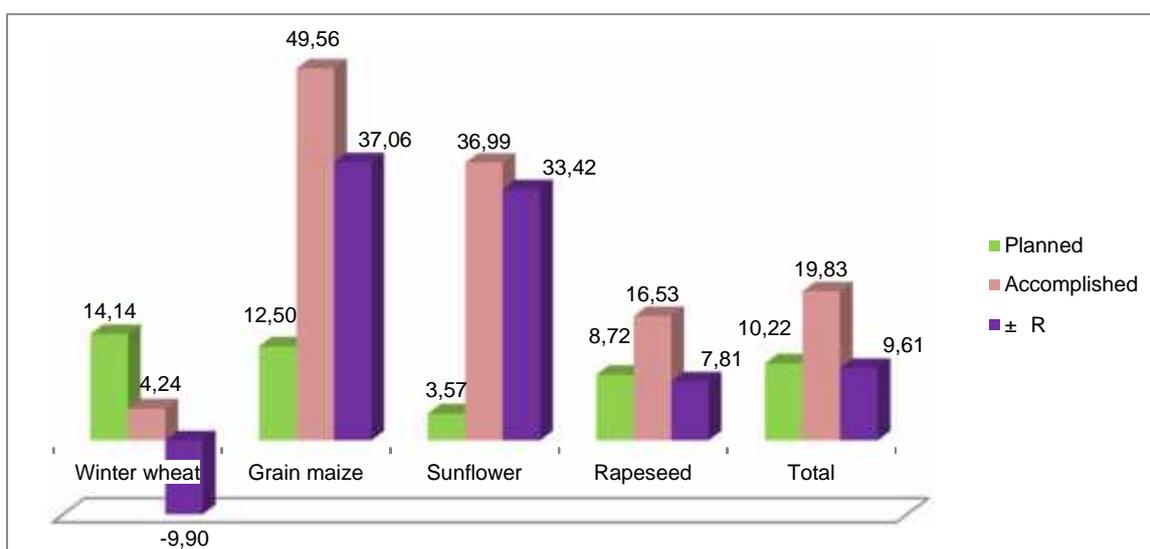


Fig. 3. Gross profit rate (%)

If we analyze the relative deviations recorded (Fig. 4) can be seen: a lower level of 70.01% for wheat; exceeding the planned levels of 1.89 times for rapeseed, 1.94 times overall, 3.96 times and 10.36 times for corn and sunflower crops.

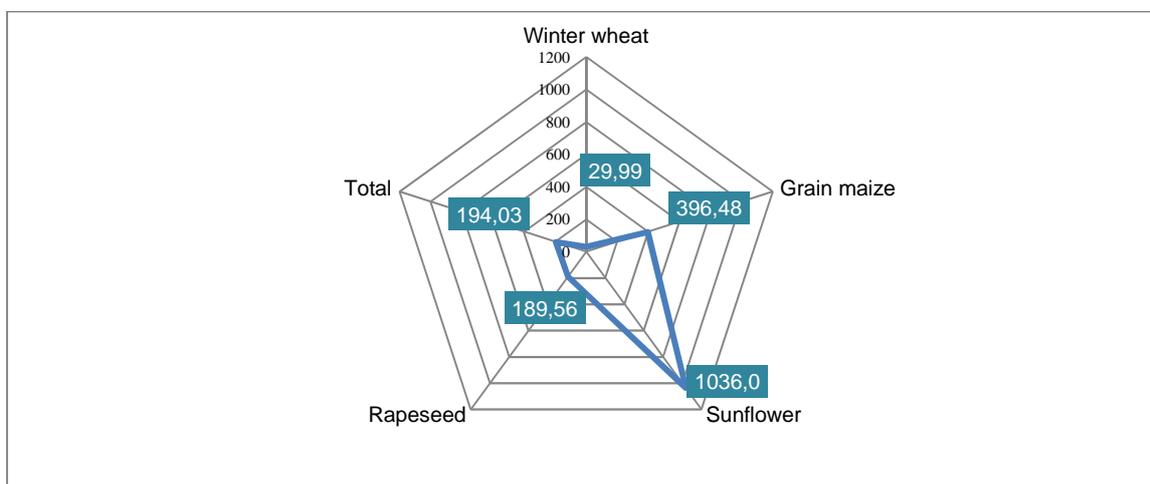


Fig. 4. Gross profit rate - index of fulfillment the plan

Total revenue on crops and vegetable sector level are summarized in Table 3.

Table 3.

S.C. Zah rul Corabia S.A. Total revenue (2013-2014)*

No.	Farm	Planned (lei)	Accomplished (lei)	R (± lei)	IR (%)
1	Winter wheat	6216000	5721926	-494074	92,05
2	Grain maize	1274400	1937718	+663318	152,05
3	Sunflower	3143600	4425085	+1281485	140,76
4	Rape seed	2727200	2963901	+236701	108,68
6	Total	13361200	15048630	+1687430	112,63

* Internal statistics S.C. Zah rul Corabia S.A.

Overall, the planned income of 13361200 lei was exceeded by 1687430 lei, so that the indicator has reached 15048630 lei. This overrun is based on specific exceedances for sunflower crops (+1281485 lei, where the achieved value was 4425085 lei and 3143600 that was planned lei), maize - 663318 lei (planned level of 1274400 lei and that achieved was 1937718 lei) and rapeseed - 236701 lei (2727200 and 2963901 lei levels planned and realized). This was, however, influenced by losses in wheat (-494074 lei) - fig. 5.

Within the Figure 6 shows the relative reporting achievements made predictions before it started work. This latter finds demotions of 1.08, 1.12, 1.40 and 1.52 times for rapeseed, cumulative situation, sunflower and maize respectively, and a situation in which the plan was achieved only in proportion of 92.05% for maize.

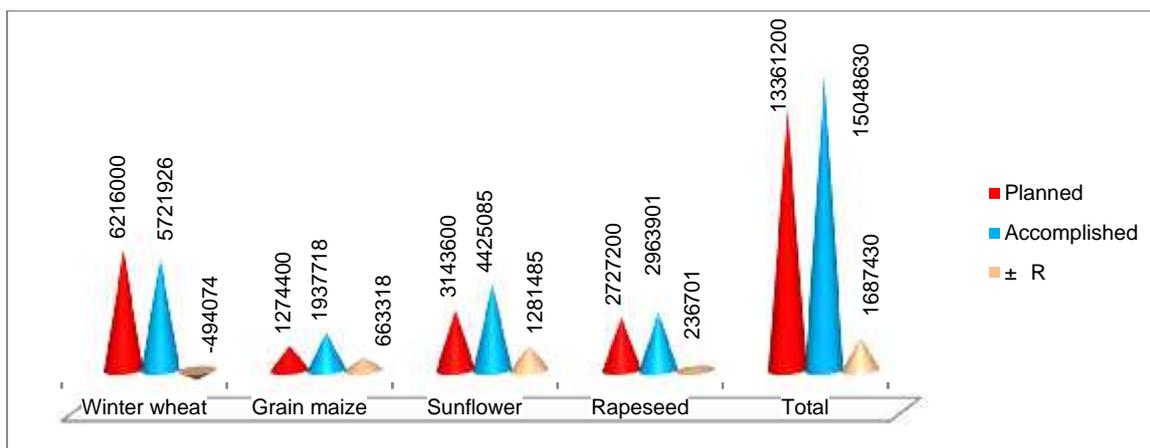


Fig. 5. Total revenue (lei)

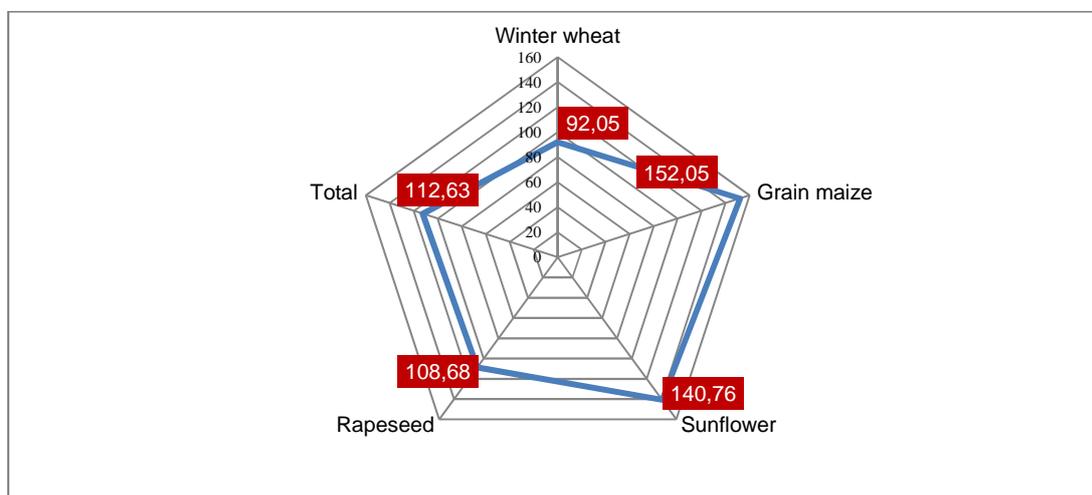


Fig. 6. Total revenue - the index of fulfillment the plan

The state of things specific of total expenditures, is presented through the data included in Table 4.

Table 4.

S.C. Zah rul Corabia S.A. Total expenses (2013-2014)*

No.	Farm	Planned (lei)	Accomplished (lei)	R (± lei)	IR (%)
1	Winter wheat	5445480	5488886	+43406	100,80
2	Grain maize	1132800	1295640	+162840	114,38
3	Sunflower	3035200	3230320	+195120	106,43
4	Rape seed	2508300	2543435	+35135	101,40
6	Total	12121780	12558281	+436501	103,60

* Internal statistics S.C. Zah rul Corabia S.A.

The planned level of the indicator was exceeded in all situations, as follows (fig. 7): Rape 35135 lei (2543435 compared to 2508300 lei); Wheat 43406 lei (5488886 compared to 5445480 lei); 162840 lei for corn crop grains (1295640 compared with 1132800 lei); 195120 lei for sunflower (3230320 compared to 3035200 lei); 436501 lei general level of the activity of plant production (12558281 compared to 12121780 lei).

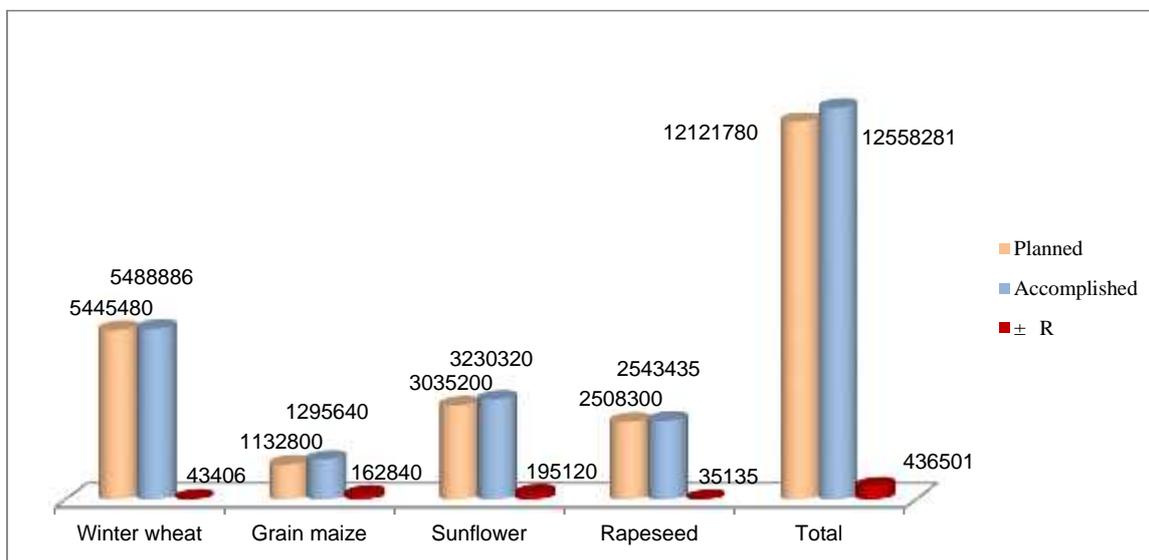


Fig. 7. Total expenses (lei)

Relative exceedances of planned levels (fig. 8) reached 14.38% for corn, 6.43% for sunflower, 3.60% overall, 1.40% for rapeseed and 0.80% to wheat

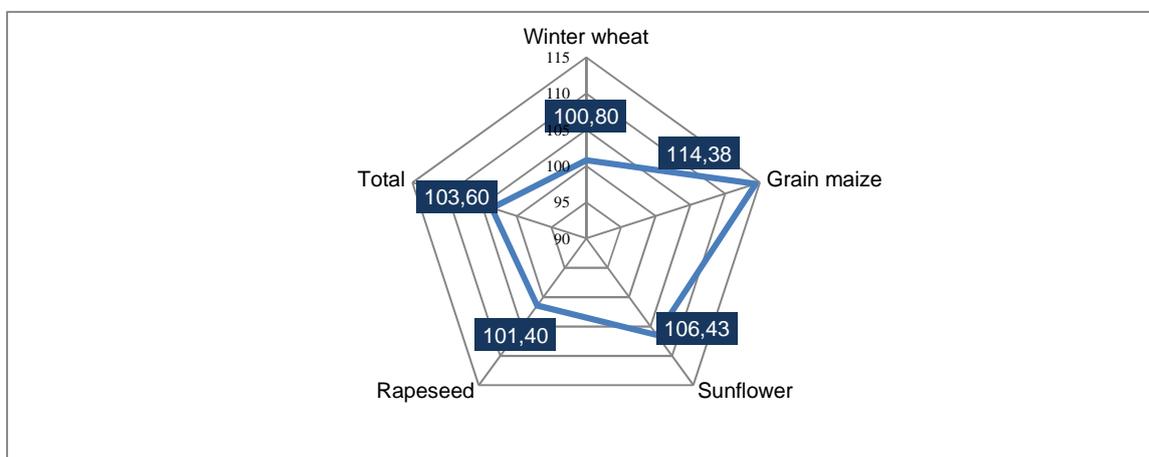


Fig. 8. Total expenses - the index of fulfillment the plan

Table 5 contains levels, planned and carried out of the average selling prices of wheat, maize, sunflower and rapeseed.

Table 5.

S.C. Zah rul Corabia S.A. The average selling price (2013-2014)*

No.	Farm	Planned (lei)	Accomplished (lei)	R (± lei)	IR (%)
1	Winter wheat	700	686	-14	98,0
2	Grain maize	600	498	-102	83,0
3	Sunflower	1450	1195	-255	82,41
4	Rape seed	1400	1299	-101	92,78

* Internal statistics S.C. Zah rul Corabia S.A.

For any crop, the average planned sales price was not effectively reached. Thus, it is found declines as follows (fig. 9): 14 lei / t for wheat (686 lei / t made compared to 700 lei / t estimates); 101 lei / t rapeseed (1299 to 1400 lei / t); 102 lei / t for maize (498 compared to 600 lei / t); 255 lei for sunflower (1195 to 1450 lei / t).

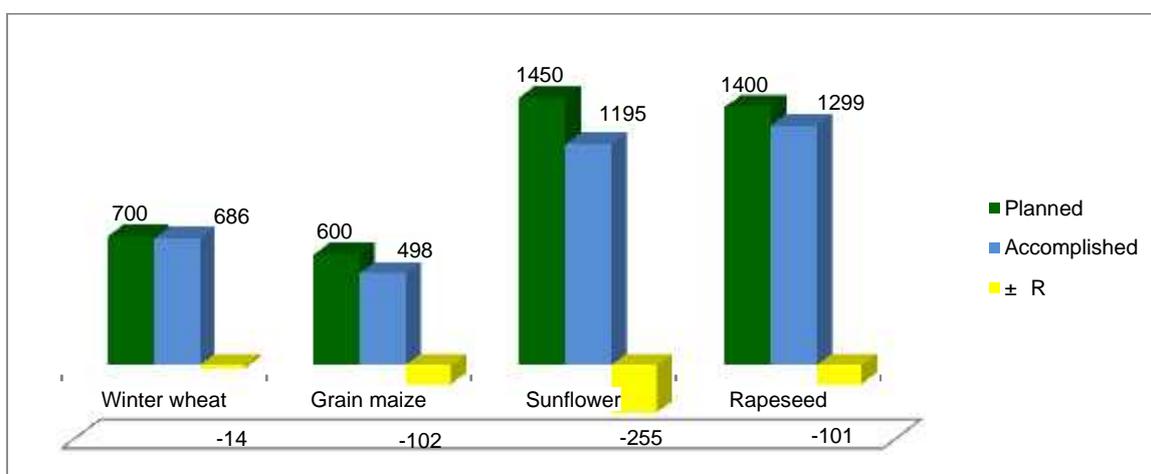


Fig. 9. Average selling price (lei/t)

Figure 10 shows the levels of relative deviations achieved from those planned. Compared with estimates of average selling prices were reductions of 2.0% for wheat, 7.22% for rapeseed, 17.0% for maize and 17.59% for sunflower seeds.

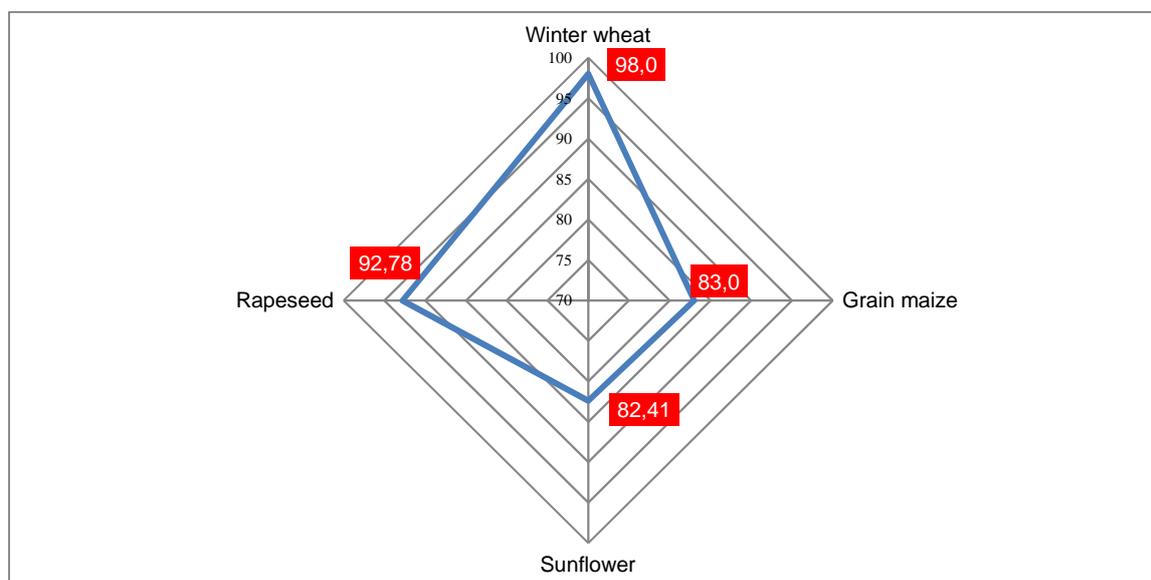


Fig. 10. The average sale-price index of fulfillment the plan

Cost of production (planned and actual) on crops is presented in Table 6.

Table 6.

S.C. Zah rul Corabia S.A. Cost of production (2013-2014)*

No.	Farm	Planned (lei/t)	Accomplished (lei/t)	R (± lei)	IR (%)
1	Winter wheat	613,23	657,51	+44,28	107,22
2	Grain maize	533,33	332,98	-200,35	62,43
3	Sunflower	1400	872,35	-527,65	62,31
4	Rape seed	1287,63	1115,05	-172,58	86,59

* Internal statistics S.C. Zah rul Corabia S.A.

Only in the case of wheat the planned level of the indicator was exceeded (44.28 lei / t), while the projected cost was of 613.23 lei / t and was registered 657.51 lei / t. Otherwise, effective indicator (realized) was below plan, as follows (fig. 11): 172.58 lei rapeseed (1115.05 lei / t level achieved compared to 1287.63 lei / t level planned); 200.35 lei / t for grain maize (332.98 compared to 533.33 lei / t); 527.65 lei / t for sunflower (1400 to 872.35 lei / t).

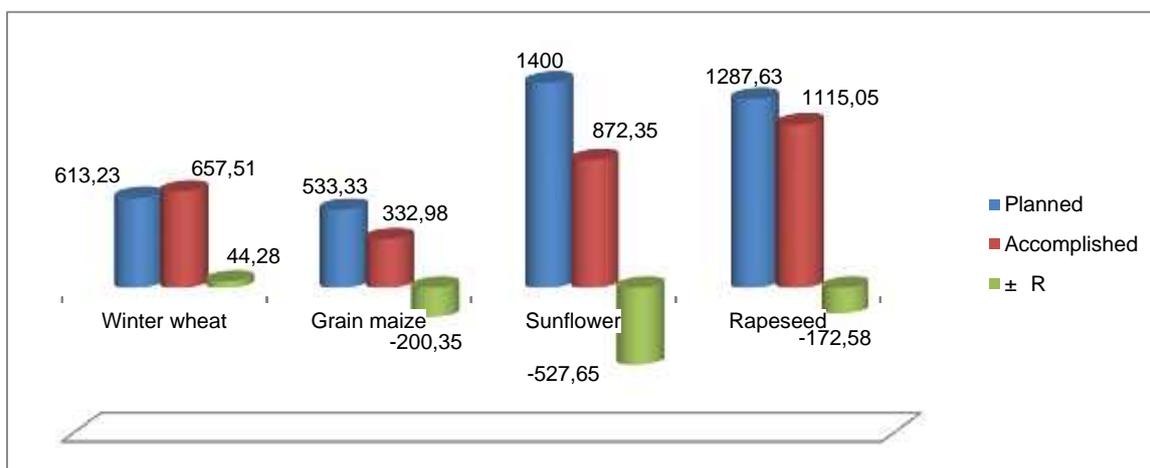


Fig. 11. Cost of production (lei/t)

Index of implementation of the plan (Fig. 12) recorded values below par for sunflower, maize and rapeseed (62.31, 62.43 and 86.59% respectively) and above par value in wheat - 107.22%.

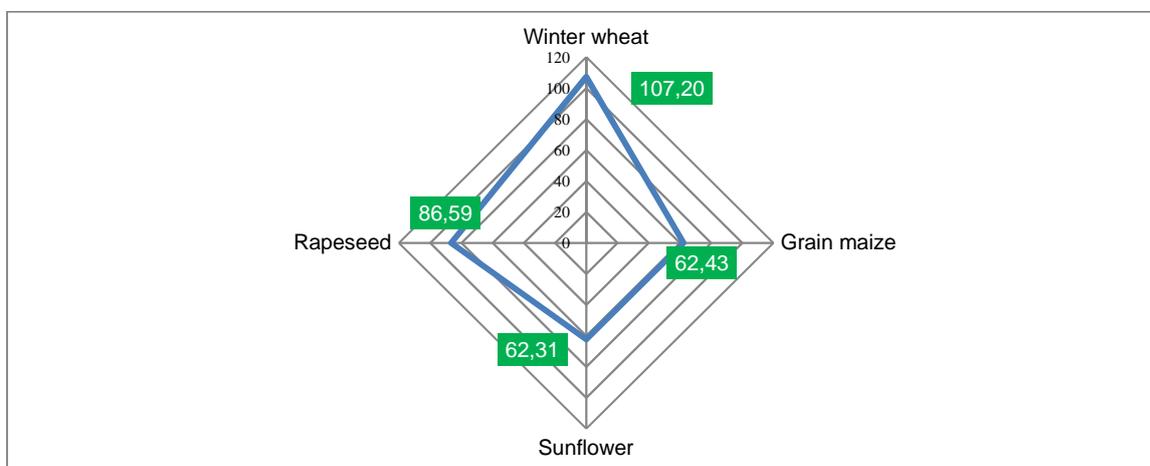


Fig. 12. The cost of production- index of fulfillment the plan

The total crop production is shown in Table 7. It can be seen that only wheat was not met plan targets (-532 t), given that from the 8880-t planned, only 8348 t been done.

Table 7.

S.C. Zah rul Corabia S.A. Total production (2013-2014)*

No..	Farm	Planned (t)	Accomplished (t)	R (± t)	IR (%)
1	Winter wheat	8880	8348	-532	94,01
2	Grain maize	2124	3891	+1767	183,19
3	Sunflower	2168	3703	+1535	170,80
4	Rape seed	1948	2281	+333	117,10

* Internal statistics S.C. Zah rul Corabia S.A.

To corn, sunflower and rapeseed (fig. 13) exceeded planned levels were as follows: 333 t in rapeseed (made since 2281 t beside 1948 t planned); 1535 t for sunflower (3703 compared to 2168 t); 1767 t for maize (3891 compared to 2124 t).

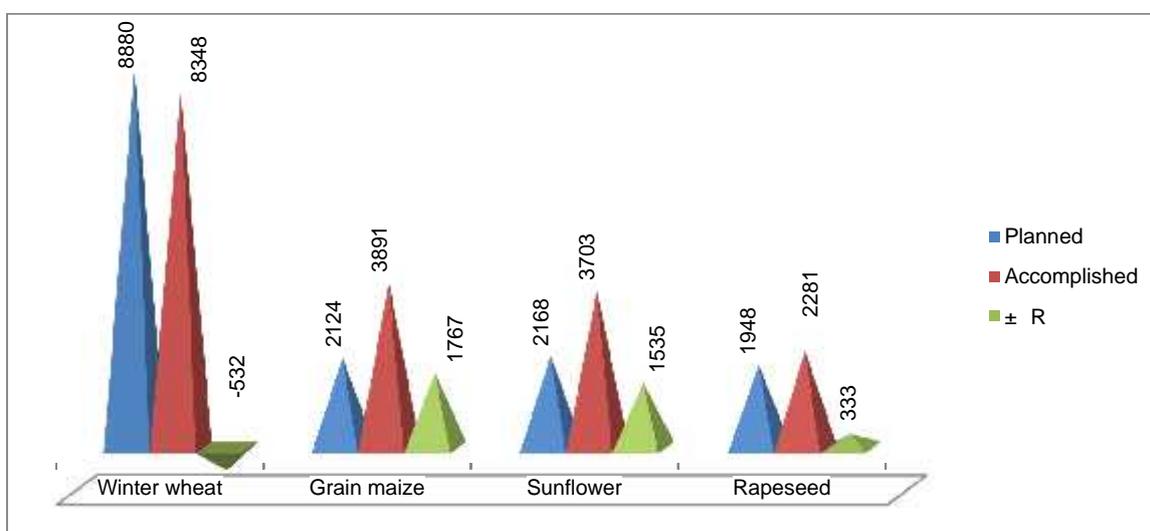


Fig. 13. Total production (t)

The plan was not achieved for wheat (-5.99%), while its overruns were 17.10% for rapeseed, 70.80% for sunflower and 83.19% for maize (fig. 14).

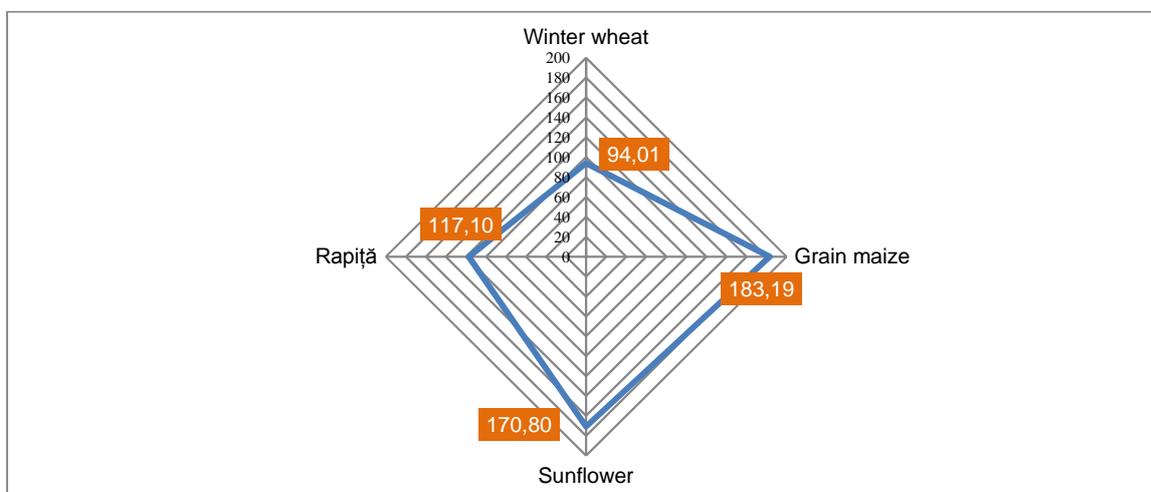


Fig. 14. Total- production index of fulfillment the plan

Within Table 8 is presented the average production per hectare for the four crops in the agricultural year 2013/2014.

Table 8.

S.C. Zah rul Corabia S.A. Average production (2013-2014)*

No.	Farm	Planned (kg/ha)	Accomplished (kg/ha)	R (± kg)	IR (%)
1	Winter wheat	4500	4231	-269	94,02
2	Grain maize	2487	4556	+2069	183,19
3	Sunflower	2000	3416	+1416	170,80
4	Rape seed	2500	2928	+428	117,12

* Internal statistics S.C. Zah rul Corabia S.A.

Except wheat (-269 kg / ha, under a task plan of 4500 kg / ha and an actual achievements of 4231 kg / ha), the rest of the crop exceeded the planned indicator (fig. 15). Thus, rapeseed planned level of 2500 kg / ha was exceeded by 428 kg, leading to an effective realization of 2928 kg / ha. If the sunflower crop, was recorded exceeded the planned level of 1416 kg to 2000 kg / ha (3416 kg / ha average actual production). The most significant overrun the planned level (2487 kg / ha) was found in maize - 2069 kg, so the effective average production per hectare has reached 4556 kg.

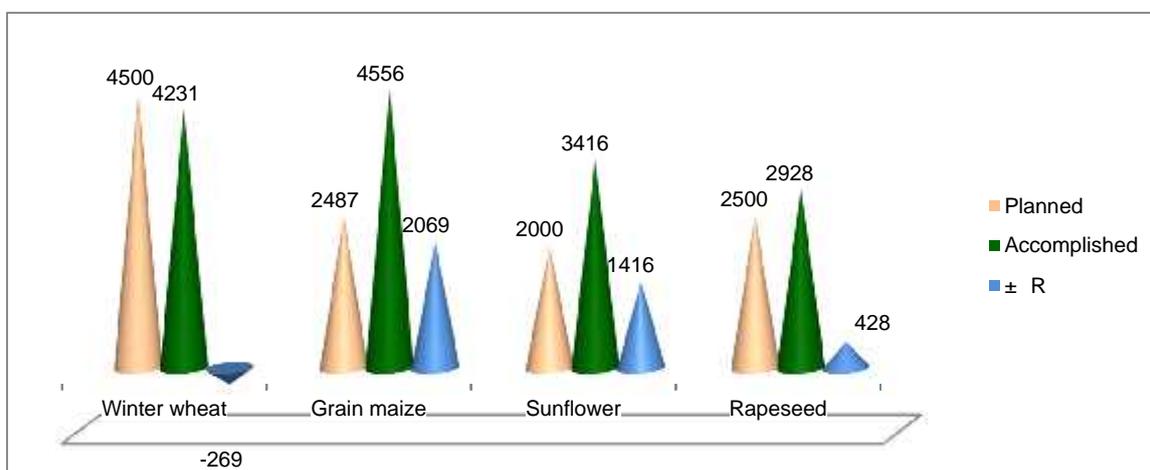


Fig. 15. Average production (kg/ha)

Index of implementation of plan (Fig. 16) was below par for wheat (94.02%) and for other cultures have above par levels: 117.12% rapeseed; 170.80% for sunflower; 183.19% for maize.

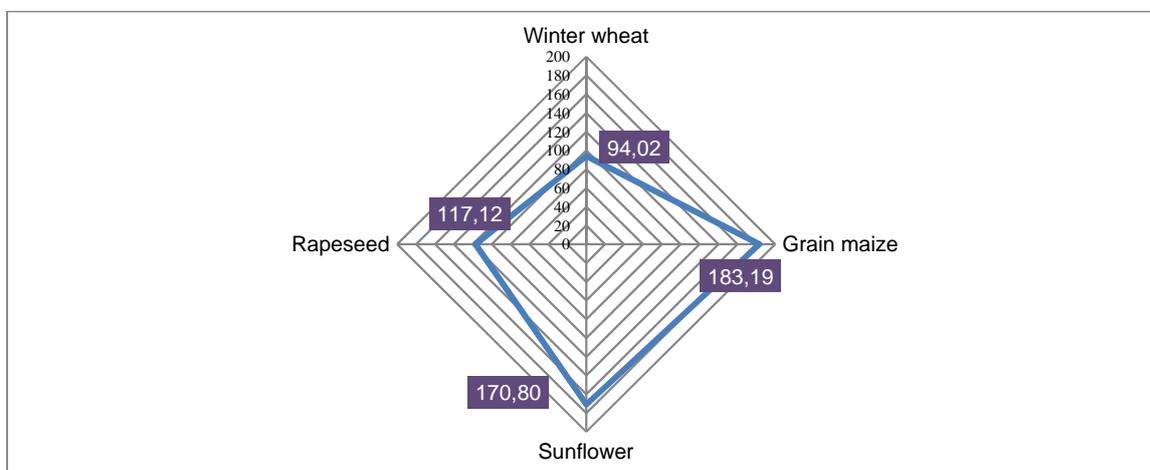


Fig. 16. Medium- production index of fulfillment the plan

CONCLUSIONS

For the period under review, the unit it appears to exceed the plan targets achieved in terms of production, income, on crops and overall total expenditure, gross profit and profit rate. No plan targets were achieved for the average selling price (negative aspect) and cost of production (positive). The culture that suffered the most was winter wheat, while spectacular results recorded especially for maize crops. Overcoming expenses was due to less favorable weather conditions (heavy rain and repeated at harvest time, which led to increased production costs for harvesting and conditioning). Although the profit is almost double the planned result was influenced mainly by performances at the average production per hectare, whereas the average selling prices were lower than the average of the last three years.

It may recommend widening the range of crops, improving equipped with mechanical means, a management more rigorous of expenditure and adequate evaluation of the existing opportunities in the market - both in terms of attracting inputs, but also from terms of capitalization products.

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