

THE ECONOMIC EFFICIENCY ASPECTS OF GROCERY PRODUCTS IN GALATI REGION

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Abstract:

We think that it is necessary to study the economic indicators because without their study as well as volume, level and proportion, it is not possible to appreciate the optimisation of meat production structures.

In frame of increase the economic process, in country agriculture, the participation of different regions, in concordance with the specialisation and their capabilities, can constitute the important links in increase the total production of meat.

Key words: meat production structures, agriculture, efficiency

JEL Classification: M21, M11

Materiale si metodele de cercetare

Sistemul metodic folosit in aceasta lucrare a fost prezentat prin tehnicile si metodele specifice, incluzand statisticile agricole, analizele comparative, evidentele economice etc.

Rezultatele

Abordarea conceptului de eficienta economica a avut loc cu mai mult de 100 de ani in urma, in 1980, cand termenul de “praxeologie (stiinta specifica care studiaza structura generala a activitatilor umane si a conditiilor eficientei, care este de fapt o teorie a actiunii eficiente) se pare ca au fost utilizate pentru prima data.

Este cunoscut ca teoria economica a fost interesata, inaintea praxeologiei, al terminologiei de identificare a unor cresteri de principii eficiente, cu toate ca aceasta terminologie nu a fost utilizata pana in zilele noastre.

Termenul de eficienta nu trebuie confundat cu celelalte sensuri ale cuvintului propriu-zis. Termenul de eficienta a fost utilizat mai mult in analiza clasica, in zona nordica in timp ce termenul de eficienta dar sub celalalt aspect, se regasesc in latina veche si in tarile sudice.

Diferenta conceptuala dintre eficienta si productivitate a fost facuta in anii cincizeci, si prin eficienta se intelegea raportul efortului si efectele sale iar prin productivitate se intelegea modul in care efectul se apropia mai mult de cel dorit.

The material and research method

The methodological system used in the paper have disposed to the specific methods and techniques, including agricultural statistics, comparative analysis, economical evidence, etc.

The results

The approach of the concept of economic efficiency took place over one hundred years ago, in 1890, when term of “praxeologie (the scientific science which studies the general structure of the human activities and of its efficiency conditions is a theory of the efficient action) seems to have used for the first time. But the economic theory was interested, before praxeologie, of the identification and intensification of some efficiency growth principles although the present terminology was not used till today. The term of efficiency must not be misunderstood with the term of efficiency. The term of efficiency was used more in the classical analysis, in the northern while the efficiency term is refund in the old Latin and in southern countries. The conceptual difference between the efficiency and output was drawn in ‘50s, and by the efficiency it is understood the report of effort and effect and by output it is understood the way in which the effect gets closer to the one wanted.

In addition to the effects of economic globalization mentioned above, there also comes the test of keeping control of tax evasion and fraud resulted from illegal activities, mainly corruption and drugs.

Scopul analizei economice este aprecierea situatiei economice, a valorificarii productiei de carne. In aceasta analiza ca noua strategie este mentinerea si dezvoltarea in mediul specific a economiei locale a orasului Tecuci a productiei de precum si oferta de piata , ambele cu implicatii in fermele bazate pe productia de carne interna precum si in productia de carne externa.

Obtinerea unor surse exacte de venit ce permit realizarea rentabilitatii competitive reprezentand in prezent un obiectiv fundamental al fiecarei ferme agricole organizate pe o baza economica si intr-o economie competitiva in domeniul vanzarilor. Pe langa veniturile obtinute din activitati de productie, o profunda analiza este necesara pentru afacerile ce provin din productii stocate si productii subventionate.

Venitul obtinut din ultimii trei ani din totalul societatilor agricole cu personalitate juridica sunt prezentate in urmatorul tabel(Tabel 1). Pe piata noastra, vanzarea produselor din carne sunt capitalizate:carne de bovine, porc, carcasa de pui (pui grill, pui reformati), piept de pui si gaina, piept de pui si gaina fara oase, carcase de pui si gaina, pulpe de pui si gaina, carne de oaie si alte produse din carne.

The purpose of the economic analysis is appreciate the economic situation of the valorification of meat production. On this analysis a new strategy of maintaining and development in the specific environment of the local economics of Tecuci and the offer of economic information both for those in the interior of the farms based on the meat production and those interested outside.

The obtaining of a certain amount of income to permit the realisation of a competitive rentability in the present stadium represents a fundamental objective of every agricol farm organized on economical basis in a market competitive economy.

Among the productivity activities income, a profound analysis is required for the business affair the stoked production and the production subventions.

The income realised in the last 3 years of the total agricol societies whit judicial personality are presented in the following table. (Table 1)

On our market, some meat products selling is capitalized: bovine meat, pork, chicken in carcasse (griller chicken, reforma chicken), brest chicken and hen, brest chicken and hen without bones, the calves of the chicken and hen, chicken cover, mutton and other meat products.

Table 1

Production and income realized to the main provisioner of meat on the Galati town trade (2007)

The provider	Taurine meat		Sheep meat		Pork meat		Chicken meat	
	tons	LEI	tons	LEI	tons	LEI	tons	LEI
S.C. AVICOLA – MATCA S.A		0	0	0		0	177	1327,5
SC. AGRIMAT SRL	12,4	155	0	0		0		0
S.C. AGRICOLA MUNTENI	24,1	301,25	0	0	22,4	324,8		0
S.C. CARNIPROD S.A		0	0	0	9,82	142,39		0
S.C. FULGA S.A		0	0	0	13,2	191,4	120	900
SC. PRISACA SRL MUNTENI	8,8	110	0	0	23	333,5		0
Total	45,3	566,25	0	0	68,42	992,09	297	2227,5

Principalii beneficiari din Galati pe piata carnilor si a derivatelor sale sunt vanzatorii din Galati. Contractele cu acesti beneficiari reprezinta 80-85% din oferte , diferenta de 15-20% este valorificata de catre diferiti beneficiari ocazionali.

The main beneficiaries from Galati in meat and its derivated are the merchants from Galati. These beneficiaries contract almost 80-85% from the offer, the difference of 15-20% is valorified by different occasional beneficiaries.

O mica parte din productia de carne si a derivatelor din carne este valorificata prin reseaua de magazine specializate pe acest domeniu. Intre anii 2005-2007, vanzarile au avut o tendinta de crestere a principalelor produse din carne si derivate din carne. Cel mai mare venit a fost realizat de catre AVICOLA MATCA. cu suma de 1327.5 lei. Valorificarea ofertei de carne de pui pe piata externa a fost realizata de catre SC Prodexport SA Bucuresti intermediary. Din anul 2006 unitatea a renuntat la piata externa din cauza ofertei de preturi mici de catre un partener strain (prin intermediary) care nu acopereau costurile productiei.

Intre anii 2005-2007 pretul mediu de vanzare pe piata externa era 5,4 lei/kg ,cresterea fiind nesemnificativa comparativ cu indexul inflatiei realizat pe piata interna. Pe viitor, SC AVICOLA SA Matca va trebui sa asimileze ca target prospectul permanent al politicii externe precum si colaborarea cu noile pietele externe dar in special pietele traditionale.

A small part from the meat and meat derivatives is valorified through the proper shops net. Between 2005-2007, the sales had a rising tendency in the main meat products and meat derivatives.

The largest income were realised by AVICOLA MATCA, of 1327,5 lei. The valorification of the chicken meat offer (Avicola Matca) on the extern market was realised by SC Prodexport SA Bucure ti intermediary and since 2006 the unit has given up at the external market because of the low prices offered by the foreigner partner (through intermediary) which did not cover the production expenses.

Between 2005-2007 the medium selling price on the external market was between 5,4 lei/kg, and insignificant rising compared to the inflation index realised on the internal market. In future, SC AVICOLA SA Matca has to sim as target the permanent prospect of the external political policy, both in chicken meat and eggs to get on new markets at random situations but especially on traditional markets.

Thus, the direct export system adoption is required like the existence of a proper distribution net adapted to marketing logistic conditions specific on the economical global market.

Table 2

The analysis of income situation from farms profiled in the meat production from Galati town

Specification	U.M	2004	2005	2006	2007	(+/- %) 2007 over 2004
Associations	number	6	6	6	6	0
The total meat productivity	tons	338,55	356,79	387,5	410,72	+21,32
Income of the total associations from the meat selling	lei	2911,58	3123,35	3456,7	3785,84	+30,03
Income from an association	lei	485,26	520,56	576,12	630,97	+30,03
Income on kg of meat	lei	8,60	8,75	8,92	9,22	+7,18

Analizand evolutia veniturului in ultimii ani in orasul Galati se observa o crestere a acestora care este notabila pentru fermele agricole cu un statut legal, un rol important avandu-l pretul la care se vand produsele din carne, care in anumite perioade, in po fida inflatiei, au o crestere importanta .Se urmareste

Analysing the evolution of the income realised in the last years in Galati town a rising of these is noticeable for the farms whit legal status an important role having the selling prices in meat, which in certain periods, due to inflation, has significant a rising, the obtaining of

obținerea unor profituri mari , aceasta metoda nu reprezintă o aplicatie a activitatii economico-financiare prezentata catre agentii economici.

Se poate observa ca pentru fermele agricole venitul realizat de catre o asociatie este între 485.26 lei și 630.97 lei și acest fapt indica ca pentru unele asociatii valoarea veniturilor este prea mica. În acest caz , fara un venit suficient ferma agricola va reusi sa se mentina doar de pe o zi pe alta, fiind marcate de catre un nivel de risc permanent vulnerabile la bursa valutara.

Costul afacerii reprezinta suma totala a veniturilor realizat de catre un agent economic într-o anumita perioada, reprezentate prin activitatea principala și prin activitatile secundare. Acest index nu include venitul financiar. Targetul sau plafonul fiecărei ferme este de a obtine un cost al afacerii cat se poate de mare sau un cost moderat dar cu un viitor sigur.

Calcularea costului afacerii la nivelul fermelor este o actiune complexa care presupune mai multe elemente in evolutia lor precum venitul din productia de vanzare, venitul altor servicii, venitul provenit din anumite interese (usufruct, renta viagera, cota-parte) etc.

larger profits on this method is not the result of a performing economic-financial activity from.

It can be observed that for farms the income realised by an association are between 485,26 lei and 630.97 lei and this fact indicates that for some associations the income value is pretty low. In this case, without sufficient income the farm will live from one day to another, through make shifts, being marked by a risk level and permanent vulnerable at the external changes.

The business affair sum represents the total sum of the income realised by an economic agent in a certain period, done both by the main activity and the secondary activities. This index does not include the financial income. The target of each farm is to obtain a business affair sum as large as possible or a moderate sum but with a very secure future.

The calculation of the business affair sum at the farms level is a complex action which requires more elements in their evolution like the income from the production selling, the income from different services, the income from interest etc.

Table 3

The evolution of income situation from farms profiled in the meat production from Galati town

Specification	U. M	2004	2005	2006	2007	(+/- %) 2007 over 2004
Total income	lei	3330,94	3620,29	3851,60	4441,05	33,33
Income from exploiting from...	lei	3330,94	3620,29	3851,60	4441,05	33,33
Business affair sum	lei	2911,58	3123,35	3456,7	3785,84	30,03
The stocked production	lei	133,37	258,66	53,65	275,99	106,93
The exploiting subventions	lei	285,98	238,28	341,24	379,22	32,60
Income from the financial activity	lei	0	0	0	0	0,00
Income from the exceptional activity	lei	0	0	0	0	0,00

Astfel o anumita cantitate din produsele obtinute au fost pentru: vanzare, pentru anumiti beneficiari, pentru a acoperi costurile productivitatii, o alta parte a fost pentru membrii asociatiei, prin contributiile lor pentru realizarea fermei agricole, și o alta parte a fost pentru mancarea animalelor (unde a fost necesar) și o alta parte a ramas in stoc pentru a fi vanduta la un pret cat mai convenabil .

Thus a certain quantity from the products obtained was for selling for different beneficiaries to cover some productivity expenses, another part was for the association members on their contribution to the realisation of the agricol farm, another part was for the animal s food (where it was necessary) and another part was still in the stock so as to be sold later at a more convenient price.

Din tabelul de mai sus se poate nota ca venitul total din anul 2007 a crescut comparativ cu anul 2004, in special prin exploatarea venitului obtinut din acea activitate, care corespunde unei linii de vanzare mai bune ambelor piete aflate in ascensiune si unor necesitati ale unor ferme specializate in productia de carne care sunt intr-o competitivitate aflata in crestere. Valorile venitului financiar sunt inexistente, ceea ce inseamna o activitate mica de actiuni agricole pe piata valutara.

Intre 2005-2007, evolutia venitului obtinut din produsele din carne si din derivatele produselor din carne, mai exact vanzarea acestora (en gross si en – detail) a fost intr-o permanenta crestere, chiar si pentru cresterea cantitatilor sau pentru procesul inflationist care a dus la cresterea preturilor.

Din aceste informatii putem observa ca vanzarile din 2007 au crescut cu 68.78% fata de cele din 2005 , fiind diferite pe cele doua situatii de valorificare , dominanta fiind situatia de en-gross (92.27%) in timp ce vanzarile in situatia de en-detail catre magazinele specializate reprezinta 7.92% si in 2007 majoritatea dintre ele au crescut de la 4.12%(in 2005) la 10.22%(2007).

Din rezultatele economice obtinute dintr-o gospodarie agricola din orasul Galati, un total de 15 bovine(11 vaci de lapte)4 porci , 14 oi si 30 de gaini se poate observa ca cel mai mare venit realizat se afla la porci – 464.8 lei, reprezentand 44.27% din venitul obtinut din vanzarea productiei de carne.

From the above table it can be noticed that the total income from 2007 were rising compared to those in 2007, especially on the exploiting activity income, which corresponds to a better selling line both to more ascendant market and the necessities of a farm specialised in meat production and in a rising competitiveness. The values of financial income are inexistente which means a low activity of the agricol households on the exchange market.

Between 2005-2007, the evolution of the income obtained from the meat products and meat derivatives selling (en gros and en detail) was in a permanent rising even for the rising of the quantities or for the inflationist process which led to the fast rising of the prices.

From this informations we can observe that the sellings from 2007 have risen with 68.78% from those in 2005, being different on the two systems of valorification, dominant being the en gros system (92.27%) while the en detail selling through proper shops represents 7.92% and in 2007 its major ity rose from 4.12% (in2005) to 10.22% (in 2007).

From the economical results obtained in an agricol house-hold in Galati town with a total of 15 bovine (11 milk cows) 4 pigs, 14 sheep and 30 chickens it can be observed that the largest income realised is at pigs – 464.8 lei representing 44.27% from the total income of meat production selling.

Table 4

The economic result getting in one agricultural households in Tecuci town, Gala i county

Specification	Total income of a year		Total expenses		The net income of a year	
	lei	%	lei	%	lei	%
Total from wich:	3976	100,00	2926	100,00	1050	100,00
Bovine meat	1282,4	32,25	1075,2	36,75	207,2	19,73
Pork meat	1570,8	39,51	1106	37,80	464,8	44,27
Sheep meat	602	15,14	431,2	14,74	170,8	16,27
Chicken meat	520,8	13,10	313,6	10,72	207,2	19,73

Facand o sinteza financiara concluzionam ca indicatorul economic reprezinta costuri ce acopera aspecte foarte importante, care pot fi estimate si rezolvate. Intereseaza in special aspectele ce privesc calitatea tuturor activitatilor economico-financiare a fermelor profitabile specializate in productia de carne.

Analizand costurile totale de productie se poate observa ca majoritatea cheltuielilor sunt diferite fata de cheltuielile provenite din exploatare. Ordinea in care majoritatea cheltuielilor scade este urmatoarea: cheltuieli cu muncile agricole, cu prestari servicii rezolvate de catre intermediari, cu materiale, cu credite bancare, cu energie si cu apa.

S-au inregistrat diferite strategii de crestere economice pe tipuri de activitati. S-au urmarit cheltuielile totale din care in special in cheltuielile pentru muncile agricole (35.31% in 2005 58.13% in 2007).

Deoarece cheltuielile fixe nu influenteaza direct volumul productiei, principalul obiectiv ar fi acela de a reduce o parte din acestea in felul urmat: plata cladirilor si a echipamentelor, interesele generale si cheltuielile facute in urma exploatarii agricole. Daca valoarea acestora este mare comparativ cu marimea comenzilor si valoarea productivitatii, acestea trebuie reduse pana ce vor avea un efect mic asupra nivelului de productie. Cresterea cheltuielilor fixe poate fi apreciata ca "fiind pozitiva" acestea fiind dependente de cheltuielile ce au cauzat aceasta crestere si in acelasi timp de obiectivele acelor interese.

Profitul brut este un indicator economic determinat de obtinerea performantei si de contributia fiecarui sector de productie asupra profitului total al unei ferme specializate pe productia de carne.

Profitul brut poate fi utilizat pentru a pune in comparatie performantele aceluasi sector al fermei specializat in productia de carne in decursul acelorasi ani. Utilizand informatii despre profitul brut al unei ferme specializate in productia de carne o comparatie poate fi realizata cu sectoare similare ale altor exploatare.

Pentru a simplifica profitul obtinut, a fost aleasa urmatoarea situatie. In tabel sunt prezentate nivelul total de profit al unei ferme agricole in functie de kilogramele de carne.

A synthesis financial – economic indicator represents the expenses on which very important aspects can be prognosted and solved especially aspects regarding the quality of the whole economic-financial activities from the profitable farms in processing the meat production.

Analysing the total expenses structure it can be observed that the majority on expenses is different in the total exploiting expenses. The decreasing order regarding the majority of the expenses is the following: the expenses with the agricultural works and the services done by intermediaries, with materials, with the banks interest, with energy and water.

Different stages of rising on types of activities were recorded towards the total of expenses in the variable expenses especially for agricultural works (35,31% in 2005 58,13% in 2007).

Because the fixed expenses do not influence direct the volume of the production, the main objective should be to reduce a part of these such as: the payment of the buildings and equipment, general interests and expenses of agricultural exploitation. If their value is high compared to the size of the farms and the value of productivity, these must be reduced till they will have a low effect over the production level. The rising of the fixed expenses can be appreciated as "being positive" only depending on the elements of expenses which caused this rising and in the same theme the objectives which interests.

The brut profit is an economic indicator of determining the performance and the contribution of every sector of production in the total profit of the farm specified on the meat production. The brut profit can be used to compare the performances of the same sector of the farm specified on meat production over same years. Using the brut profit information of a farm specified in meat production a comparison can be made with similar sectors of other exploitations.

To simplify the profit obtained, the following situation regarding the brut interest was drawn. In the table is presented the total profit level on an farm as well as on meat kg.

Table 5

Profit evolution on farms profiled in the meat production from Galati town

Specification	U.M			(+/- %) 2007
		2005	2007	fa de 2005 %
Number of associations	Nr.	6	6	0,00
The total meat production	tone	338,55	410,72	21,32
the total income from the meat selling	lei	3330,94	4441,05	33,33
the total expenses from the meat selling	lei	2875,68	4132,54	43,71
The brut profit on a total of associations	lei	455,26	308,51	-32,23
The brut profit instalment	%	15,83	7,47	-52,84
The brut profit on an association	lei	75,88	51,42	-32,23
The brut profit on a kilo of meat	lei	1,34	0,75	-44,14
% in comparison to 2005	%	100	55,86	-44,14

Analizand situatia profitului brut total si al profitului brut obtinut din echipamente al fermelor specializate in productia de carne se poate observa ca in anii 2007 si 2005 au avut o situatie negativa cu un procent sub 15.83% in 2005 si 7.47% in 2007 ceea ce reprezinta scaderea eficientei in ceea ce priveste modul in care resursele fermelor agricole si al vanzarii produselor din carne au adus profit.

Masuratoarea intensitatii conexiunilor este realizata prin corelarea raportului care este obtinut prin modul de functionare corespunzator al caracteristicilor pentru care este analizat nivelul independent. Determinarea corelarii coeficientului linear simplu este bazat pe distributia duratei celor doua variabile "x" si "y". Pentru aceasta este necesar sa se calculeze cei trei coeficienti ai corelatiei simple liniare (a,b,c) dupa formula:

$$r_{x,y} = \frac{n \sum xy - (\sum x \sum y)}{\sqrt{[n \sum x^2 - (\sum x)^2][n \sum y^2 - (\sum y)^2]}}$$

in which:

- r – the correlation coefficient;
- x – the independent variable;
- y – the dependent variable;
- n – the number of the data series terms.

Analizand corelarea dintre variabile se observa ca pentru o perioada de timp a fost o stransa legatura intre dinamica veniturii total (x_1) si cel al cheltuielilor totale (y_1), specificand forma sistemului crescator al productiei de carne ($r_{x1, y1}=0.993$).

Analysing the situation of the brut profit and the brut profit instalment on total farms specified in mean production it can be noticed that in 2007 and in 2005 these were in a bad situation with the profit instalment between 15.83% in 2005 and 7.47% in 2007 which represent a decreasing of the way in which the resources from the farms for the sold meat production brought a profit.

The measurement of the connection intensity is realised through the correlation rapport which is settled on the base of a corresponding function of the association way of characteristics for which the independence level is analysed.

The determination of the simple linear correlation coefficient is based on the distribution of the duration of the two variables "x" and "y". For this it is necessary to calculate the three coefficients of simple linear correlation (a, b, c) after formula:

Analysing the correlation between the variables it is noticed that in that period of time there was a very strong connection between the total income dynamic (x_1) and that of the total expenses (y_1), specifying the form and the rising system of the meat production ($r_{x1, y1}=0.993$).

Table 6

The manifested linkage between total revenue and expenses in farms profiled in the meat production from Galati town

Year	The variable - lei					Correlation
	X ₁	Y ₁	X ²	Y ²	X ₁ Y	R _{X,Y}
	1	2	3	4	5	6
2004	3330,94	2875,68	11095161,3	8269535,5	9578717,54	0,993
2005	3620,29	3324,56	13106499,7	11052699	12035871,3	
2006	3851,6	3567,87	14834822,6	12729696	13742008,1	
2007	4441,05	4132,54	19722925,1	17077887	18352816,8	

Valoarea corelatiei de 0.993 demonstreaza ca aceasta conexiune dintre variabile este foarte mare, determinanta, cu o mare dependenta una fata de cealalta.

Astfel la o crestere a veniturii de 100 lei, cresterea cheltuielilor a fost de 993 lei.

Putem spune ca valoarea efectului corelarii de 0.993 reprezinta o foarte stransa legatura intre venituri si cheltuieli, aceasta fiind reflectata prin profiturile foarte mici.

Concluzie

Obtinerea unor anumite venituri pentru a realiza o rentabilitate competitiva in stadiul initial reprezinta un obiectiv fundamental al tuturor fermelor agricole organizate intr-o economie de piata competitiva.

Analizand situatia profitului brut si al profitului brut partial al fermelor specializate in productia de carne se poate observa ca in 2007 si in 2005 au fost intr-o situatie negativa cu profitul brut sub 15.83% in 2005 si 7.47% in 2007 ceea ce reprezinta o scadere a modului in care resursele fermelor agricole au fost vandute obtinand un anumit profit.

The correlation value of 0.993 represents that the connection between the two variables is very high, determinable, with a great dependence of one another.

So, to a rising with 100 lei of income, the expenses rising was of 993 lei.

We can say that value of 0.993 of the correlation effect represent a very strong connection between income and expenses, this being reflected through the very low level of profits.

Conclusion

The obtaining of a certain amount of income to permit the realisation of a competitive rentability in the present stadium represents a fundamental objective of every farm organized on economical basis in a market competitive economy.

Analysing the situation of the brut profit and the brut profit instalment on total farms specified in mean production it can be noticed that in 2007 and in 2005 these were in a bad situation with the profit instalment between 15.83% in 2005 and 7.47% in 2007 which represent a decreasing of the way in which the resources from the farms for the sold meat production brought a profit.

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