

NON-WOOD FOREST PRODUCTS OBTAINED IN THE ROMANIAN FORESTRY SECTOR. PRODUCTION POTENTIAL AND VALUATION

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Abstract

The main purpose of this work is to emphasize the need for forest products that are being obtained in the Romanian forestry section. This research will be based on structured analysis regarding non-wood market products, the existing production capacities and showing in details the main ways of accomplishing them. The issue regarding the forest conservation is not something new. It was and still is a very talked about problem and it had its way into developing our society. Obviously, such a problem could not appear at the time when the man himself was only an organic component of forest ecosystems, when he still had no ways for harming the environment. For expanding these aspects of his life, he damaged a large number of land areas covered with forests, reducing their surface, and in some regions the distraction troubled the limit that ensures the ecological balance. The products and services derived from the forest economy system is a subject to be discussed. It is generally accepted the idea that wood is the main product of the forest. But there are, along with the non-timber forest products (bark, fruit and pheasants) a wide range of services that are available to people.

Keywords

forest, non-wood products, accomplishing, export, import, benefits.

Introduction

This research seeks to answer the question regarding the effectiveness of attaining and manufacturing the forest production in Romania and for the export.

Research objectives: identifying the current status of forestry content in Romania, the analysis of forest evolution in Romania, identifying the forest efficiency in Romania.

Forests, lands destined for reforestation, the ones that are needed for cultivating, forestry production or administration, ponds, stream beds, and unproductive land included into forest areas, under the law, constitutes, whatever the nature of ownership, national forestry fund. (*Forest Code,2014*)

1. Literature review

Global hotel markets are being dominated from the perspective of a number of SMEs. However, even if the number of international hotel chains which are being present on a market is not large, they hold a significant share of the market value. Decision of hotel companies in order to conduct business in another country can be motivated by several goals: expanding sales, geographical diversification, multiple supplies of resources and labor or workforce, exploitation of reputation, the brand and its image and so on (Tse and West, 1992).

By choosing the option on how to enter a foreign market can have and stand at the base by concerning the nature of the company's products. Otherwise, entering a foreign market as a providing services company is considered to be less influenced by the degree of risk, environmental uncertainty or specific activities, as for companies who are producing goods,

but rather the issues regarding employees status, the uncertainty behavior, the development of trust, and specific activities (Brothers and Brothers, 2003, p. 1196). In the case we talk about goods, nowadays we can distinguish four strategies concerning the entering on a foreign market: exporting, licensing, strategic alliance and foreign direct investment (Bradley, 2001, p. 281; Johansson, 2006, pp. 127-129). Services, however, can be divided into two categories: "hard services" and "soft services". "Hard services" are those for which can be separated by the consumption production. These services can be standardized, making possible to produce them in mass. "Soft services" are those services for which the production and consumption are simultaneous. Companies that offer "soft services" used as a strategy prevailing market penetration license (especially franchise), FDI or those combinations (Ekeledo and Sivakumar, 2004).

Since the hotel industry belongs to the category of "soft services" ways mentioned above are individualized such as: franchise, management contract agreements cooperative consortia (for voluntary chains), joint venture, greenfield investments and taking over a hotel or hotel chains on the external market (Cristureanu, 2006 pp. 320-324). The strategies that are most commonly used by international hotel chains in especially large in order to penetrate a market are franchise contract management (Guillet, Zhang, Gao, 2011, p. 22).

2. Overview of Romania`s forest sector

The forestry sector in Romania includes, to a large extend, state-owned forests, and also private properties, according to the official regulations in force.

No matter who has the right of the ownership (public or private), forests must be managed in a uniform manner, following the rules and principles of their sustainable existence, with many advantages for the human community. Obviously, the needs are increasingly larger in the communities and that reflects even on the forest systems, both on their existence and by forcing the permissible limits of their products, mainly wood, but also non-wood, as well as their positive influence on the environment.

The forest economy represents the silvicultural activities, forestry exploitation and wood industrialization, including the trade of forest products. Each one of these three technical and economic activities have been distinguished between them by the nature of production processes and final products.

The silviculture is being considered a matter of the national economy, producing bio products and services that includes the following activities: planning and cultivating the forests, protection and security of their value regarding the wood harvesting and exploitation of forest products, hunting and fishing in mountain waters. As a matter of the national economy, forestry agriculture differs from the silviculture in content and production processes as well as the place and importance of the forests in economical and social life of the nation.

Forestry has its main purpose in the production of standing timber, its main product being the wood that is purchased by traders who operates in the profile of forests as the object of labor and transformed into industrial wood types such as: logs, wood pulp and paper, wood lath, firewood etc.(Milescu,2002)

The products and services derived from the forest economy system is a subject to be discussed. It is generally accepted the idea that wood is the main product of the forest. But there are, along with the non-timber forest products (bark, fruit and pheasants, etc.) a wide range of services (recreation, sanogene products, production of oxygen, carbon dioxide storage, protection, etc.) that are available to people.

2.1. Non-wood forest products obtained in the Romanian forestry section

Non-wood forest products are natural plant resources, lacking all or part of the woody material produced and reproduced by trees, shrubs and sub-shrubs forest and forest soils and lands affected to them, which can be harvested and used as such or processed and semi-finished industrial types. (Corlăţeanu,1984)

Since the forest wood products, primary, secondary and hygiene are clearly defined, we can only classify them as non-wood forest products all the products emerging from the forest economy.

It is important to understand that the non-wood products are not as stable as the wood products. They appear and disappear as a result of our social needs, being affected as well by the requirements of manufacturing industries, market, legal and administrative framework general.

For example, wickers, once the pride of the administrations meadow in the southern forest areas, disappeared after competing with similar products made in China.

Resin, rosin, bark and tanning substances are no longer requested by the manufacturing industries, being replaced by the synthetic materials.

But there occurred the possibility of obtaining carbon fixation function by applying the Kyoto Protocol, so appeared the energy plantations.

The non-wood forest products contribute to the improvement and diversification of the food, providing raw materials for the pharmaceutical, cosmetics and chemical enrichment fodder base production of energetic materials, fertilizers, construction materials.

They are classified according to the following criteria:

A. The grade of dependency to the forest:

- Depending on the cycle of forest development trees and shrubs (fruit, coltan, cones, leaves and foliage, seed) or are harvested in the same time (bark, fir, etc.);

- Depending on the forest soil and land affected by it (mushrooms, herbs, medicinal and aromatic plants, etc.)

B. Depending on the intended use:

- Accessories Food products: berries, seeds, mushrooms, sap etc..

- Forest products for chemical production of rosin and turpentine (gum, bark, wood containing oleoresins), tannins (bark, cones, coltan, leaves, wood containing tannins), medicines, essential oils, varnishes (medicinal and aromatic plants, cetin, buds, flowers, seeds), latex and vegetable waxes (secretions, bark, buds, leaves);

- Forest products for small industries, handicrafts, household: wicker plaiting bast fibers, winter trees, cetin, cones;

- Other uses: construction materials (bark, twigs), energy (cracked bark), fertilizers (bark, leaves);

- Forest products of the agribusiness economy: seeds, foliage, herbs;

- Forest products of the economy beekeeping: bee plants. (Corlăţeanu,1984)

3. Forest fruits production in Romania

The total production in Romania for berries peaked in 2006, reaching 28500 tonnes. The year 2007 saw the lowest production of 23300 tonnes, although the cultivated area was 341 ha compared to 2006. In the next two years of crisis, the production recovered to 26300 tonnes and 27400 tonnes, respectively. In the 2006-2010 period, the main cultivated berries were strawberries representing between 72.8 to 78.1 % of the cultivated area and 70.9 to 81.1 % of the whole production of berries. These are followed by blueberries which reached in same period of time from 7.8 to 9.1 % of the cultivated area and from 7.0 to 8.6 % of the total berries production in Romania.

The production of raspberries declined being affected by the economic crisis and the weather conditions which affected its growth. In 2006-2007, was among the major berries

produced in Romania, with an area of 100 ha and a production of 2200 tonnes, but in 2008 the area was restricted to only 4 ha, according to the data of FAOSTAT. The year of 2010 recorded a total production of 31 tonnes raspberries harvested from an area of 15 ha.

Table 1 The area planted with berries in Romania

-ha-

Specification	2006	2007	2008	2009	2010
Total:	3291	3632	3320	3247	3409
Blueberries	300	8	291	285	280
Gooseberry	59	285	12	16	50
Strawberries	2397	28268	2591	2507	2664
Cranberries	87	83	85	83	80
Raspberry	100	100	4	26	15
Other berries	348	330	337	330	320

Source: <http://faostat.fao.org/>

In the same year, the same area planted in 2006, the production was 19 tonnes, compared to 115 tonnes. (Faostat)

Table 2 Berry production in Romania

-tonnes-

Specification	2006	2007	2008	2009	2010
Total:	28529	23253	26287	27362	26444
Blueberries	2000	2000	2220	2353	2200
Gooseberry	115	29	11	18	19
Strawberries	26612	16496	21233	21969	21434
Cranberries	402	328	364	386	360
Raspberry	2200	2200	17	48	31
Other berries	2200	2200	2442	2588	2400

Source: <http://faostat.fao.org/>

Cranberries were constantly evolving in terms of cultivated area in this period. This production has fluctuated, the lowest being in 2007 (328 tonnes), followed by 2008 and 2009 during the economic crisis recovering (364 tonnes 386 tonnes respectively), and then to decline slightly in 2010 with the amount of 360 tonnes.

4. The price of berries in Romania

The evolution of the berries prices at level of Romania territory are presented in the table below.

Table 3 Producer prices of berries in Romania

-USD/tonnes-

Specification	2006	2007	2008	2009
Strawberries	1176,6	1449,9	1413,3	1592,1
Blueberries	709,1	1042,4	1130	926,7
Raspberries	1869,4	2775,8	3009,3	2467,7

Source: <http://faostat.fao.org/>

Producer groups berry in Romania are: Centrul de Fructe Ulmi-Dambovița, Centrul de Fructe Băbeni-Vâlcea, Denialbert SRL Cozănești-Suceava, Direcția silvică Galați, Direcția

silvică Harghita, Direcția silvică Vâlcea, Geda Mark SRL Pufești-Vrancea, Horticom SA Piatra Neamț, Interfood Prod Imex SRL Drobeta Turnu Severin, Ocolul silvic Dobra-Hunedoara, Padure Fructe SRL Caransebeș, Ripas Francești-Vâlcea, Santa Rita Agro business SRL-Satu Mare. (RNP-Romsilva)

4.1 Romania's foreign trade of berries

Table 4 The value of Romanian berries exports

thousands USD-

Specification	2006	2007	2008	2009	2010	2011	2011/2010(%)
Cranberries	1273	1052	998	107	735	1937	163,5
Strawberries	165	0	9	0	56	113	101,8
Raspberries	916	443	433	42	84	158	88,1

Source: International Trade Center/UNCTAD/WTO-Comtrade UNSD; CRPCIS prelucrare date

Main berries exported and imported by Romania which have potential are blueberries, strawberries and raspberries.

Table 5 The value of Romanian berries imports

thousands USD-

Specification	2006	2007	2008	2009	2010	2011	2011/2010(%)
Cranberries	2	150	171	46	58	80	37,9
Strawberries	1451	3683	4112	3726	3830	2651	-30,7
Raspberries	8	323	320	154	195	204	4,6

Source: International Trade Center/UNCTAD/WTO-Comtrade UNSD; CRPCIS

The Romanian forestry sector has a very big potential, but we are not able to use at 100% percent.

5. Harvesting, exploitation and marketing of non-wood obtained by RNP-Romsilva

5.1 Harvesting, utilization and marketing of forest fruits

Years 2010 – 2011

RNP –Romsilva has proposed for the year of 2011 to buy and harvest from the forest subordinates a quantity of 5600 tonnes berries generally in the range of specific assortment forest.

The main purchasing prices varied from each type as: black huckleberry 5.0 tonnes 12.0 lei/kg, red bilberry 2.5-5.0 lei/kg, raspberries 3.5 tonnes 7.0 USD/kg, corn 1.0-1.1 lei/kg, rosehip 1.0-2.0 lei/kg, underbrush 1.0-3.3 lei/kg, blackberry 1.5-2.0 lei/kg. Purchasing prices have been maintained at the 2010 level, but were lower than the ones in the 2008 and slightly higher than the 2009, which contributed inter alia to conduct profitable business. (RNP-Romsilva)

The fact that the campaign from the 2010, the quantities purchased by foreign partners were smaller, not allowing the establishment of inventories in 2011 an advantage.

A favorable aspect of the berries campaign in Romania was the fact that countries like Poland and Ukraine, which have annual quantities of berries with variety assortment

appreciated by European consumers, this year did not have the fund general merchandise and quality, so that part of berry market was covered by Romania.

This explains the fact that RNP-Romsilva, through its subordinate forest, had by the end of October the amount of 6160 tonnes of berries: blueberries- 759 tonnes, raspberries- 237 tonnes, underbrush- 831 tonnes, blackberries- 134 tonnes, Rosehip- 3668 tonnes, corn- 276 tonnes, other fruits- 364 tonnes, having in their category: cherry, currant, hawthorn, etc.

From the amount purchased up until now were capitalized 5958 tonnes fruit based on contracts, so that in the next period to be capitalized a stock of 202 tonnes, sales secured.

The berries production was made mainly for export, either directly by the companies Waldnieler (Germany), Prodexim and Balex (Austria), Importaciones (Spain), under the direction of forestry contracts Alba, Arad, Arges, Bihor, Botosani, Covasna, Neamt, Suceava, with these partners, either through traditional partners in the country (Silvex, RFV, SVZ, Penexport), which hold a considerable percentage of the fruit in (Ex. Silvex- about 1800 tonnes, 900 tonnes SVZ Holland, RFV- about 700 tonnes).

In terms of delivery conditions, the capital of berries became frozen and fresh, packed in paper bags, plastic barrels or cardboard boxes, depending on the demanding partner, in some cases the fruit delivery packaging was made by the customer (Ex. Silvex).

Contract prices at the beginning of the campaign were small, they increased in the second half of the campaign, finally being higher than the ones from the 2010.

Prices that were used in the campaign of berries in 2011 varied as follows: black huckleberry 2700-3600 euro/tonne, with a tendency to 3820 euro/tonne (DS Bihar), red bilberry 1500-2300 euro/tonne, raspberries 1750-1950 euro/tonne, Rosehip 560-750 euros/tonne, underbrush 960-1100 euro/tonne, corn 450-800 euro/tonne. (RNP-Romsilva)

Year 2012

RNP-Romsilva has proposed for 2012 the acquisition and exploitation of forest subordinates having a quantity of 4200 tonnes berries generally in the range of specific assortment forest.

As in previous years, we wanted, as much as possible from this year's campaign to fund the delivery of cargo to be done mainly intra and extra, which is why the campaign preceding the collection and recovery of berries, they had into consideration a series of technical measures- organizational, forestry departments have been notified, including:

1. It was requested the directions forest fruiting forecast preparation for the main species of fruit: black and red bilberry, raspberry, buckthorn, rosehips, blackberries, sloes, etc. and taking care of it throughout the campaign. Fruiting configuration made at the beginning of the campaign led to the conclusion that it can count on a positive campaign.

2. Based on the Impact Study held by ICAS Bucharest, it was obtained for all the directions forest OPINION Romanian Academy- Commission for Protection of Natural Monuments, and each direction of locally produced forest obtained an environmental permit. Considering the latest regulations on intra-extra it was obtained the EORI code, its existence being mandatory for tracking imports and exports carried by the countries of the European Community.

3. In order to efficiently collect and harness the berries this year's campaign and to prevent disruptions in the conduct of this activity, forestry departments were sent a working guide and were kept informed with the market requirements, pricing, and opportunities of each period of the season. This is why the central database was created focusing on prices due to the permanent connection of the overhead compartment resort, on one hand with the Forestry Departmen, and on the other hand with partner companies.

4. It was prohibited the assignment of the right to harvest and purchase berries from the forest managed by RNP- Romsilva, acquisition and exploitation of the stock of goods are the responsibility of the forestry departments in terms of economic efficiency. It was considered essential that this activity must remain in the coordination and supervision of forestry units, which has the task of organizing purchasing points and take necessary measures regarding the unauthorized access to the forest, during the campaign.

5. With the start of the campaign, forest departments have been warned by the fact that the situation in the required period of the time, the purchasing prices must be well followed, meaning keeping them at a level required by the realities of each area. Generally purchase prices varied on items: black huckleberry 6.0 to 11.0 lei/kg, red bilberry 5.0-7.0 lei/kg, raspberries 5.0 to 6.50 USD/kg, corn 0.8-1.6 lei/kg, rosehip 1.0-2.0 lei/kg, underbrush 2.5 to 3.3 USD/kg, blackberry 1.5-3.0 lei/kg.

6. Once every 10 days it was requested the transmission of operational forestry units situation regarding the state campaign berries. The centralized data administration and analyzed in the special service provided the informing to the management of RNP-Romsilva on the progress and results of the campaign and the difficulties encountered.

Although it largely satisfied the need of the campaign, the start was slow, mainly due to the global economic crisis that has left its mark on this field.

Thus, traditional partners were reluctant in concluding the framework contracts, the annexes of them, using the strategy of small steps in that initially turned to contracts of smaller quantities and at prices less attractive to us.

Some negative aspects that influenced decisively berries campaign in Romania were represented: this spring's frosts that made the fructification of the underbrush, rosehips and sloes to be particularly weak, the few fruits that remained frost free were affected by drought this summer, being small, shriveled or dried and mostly not suitable for selling, in many areas fructification was affected by hail, in these cases the quality of the fruits being unfit for delivery.

This explains the fact that RNP-Romsilva, made through its subordinate forest, by the end of October, only the amount of 4459.0 tonnes of berries. As assortment achievements we have the following structure: cranberry- 951.0 tonnes, raspberries- 333.0 tonnes, underbrush- 511.0 tonnes, blackberries- 173.0 tonnes, rosehip- 1868.0 tonnes corn- 282.0 tonnes, other fruits- 342.0 tonnes, these being found in the category: hawthorn, american malin, shock, cherries, etc.

From the amount purchased, to date were capitalized 4230 tonnes fruit based on contracts, in the next period to be capitalized stock of 229 tonnes, for which were provided outlets.

In the assortment of berries, forest departments could not provide the required quantity of raspberries, for the lack of a commodity fund at quantitatively and qualitatively agreed on both parts. The seabuckthorn and rosehips freight fund was very small, so in this year's campaign rosehip and sea buckthorn amount recovered was almost 50 % lower than the previous year.

The production of berries was made mainly for export, either directly by the companies Waldnieler (Germany), Prodexim (Austria), and Hg Biohungar Food (Hungary), Importaciones and samanes (Spain), under the direction of forestry contracts Alba, Arges Bihor, Salaj, Suceava with these partners, either with traditional partners in the country (Silvex, RFV, SVZ, Penexport), which hold considerable weight of the fruit in (Ex. Silvex- about 1900 tonnes, SVZ Netherlands- about 250 tonnes, RFV- about 400 tonnes).

In terms of delivery conditions, berries were frozen, chilled and fresh, packed in paper bags, plastic barrels or cardboard boxes, depending on the demanding of the partner, in some cases delivered with the customer's packaging (Ex. Silvex and SVZ).

The campaign carried out in 2012 comparative to the one in 2011, there wasn't much opportunity in delivering fresh fruit. Fresh fruits were used by Penexport company that had dried rosehip external demand, so they were taken from the southern forest departments which did not have refrigeration, fresh, summary sorted directly from the purchase. The total was of about 350 tonnes rosehip. For departments that do not have refrigeration the facilities of the cooperation is beneficial financially because it no longer requires other directions, thus reducing transportation costs.

The contract prices at the beginning of the campaign were small, increasing in the second half of the campaign.

Prices that were used in the 2012 campaign berries ranged as follows: black huckleberry 2300-2650 euro/tonnes, with the tendency at 3000 euro/tonnes DS relationship with the firm Biohungar Bihar (Hungary), who took the fruit for yogurt: cranberry red 1550 euro/tonnes, raspberries 1700-1950 euro/tonnes, blackberry 700-900 euro/tonnes, Rosehip 500-700 euro/tonnes, underbrush 900-960 euro/tonnes, corn 440-600 euro/tonnes.

Overall prices varied depending on the delivery packaging and the quality of the goods. Financial results as transmitted from data by forest departments shows that this work was carried out efficiently, resulting in a profit of 2582,9 million lei. (RNP-Romsilva)

Year 2013

In pursuit, in terms of economic efficiency, the collecting and recovery activities of berries in 2013, among the measures that were applied are the following:

- The adoption of specific programs for each subunit Forestry Department and its organizational structures;
- Empowering employees in the machine direction of the forest (by decision of the Director) and the employees in the unit forest districts (by order of the head of the forest district) berry campaign in 2013;
- Identify all possible recovery (sale) of all of the fruits harvested and purchased both domestic and intra- extra markets;
- Banning the sale and purchase of the right to harvest berries from the forest managed by the RNP-Romsilva;
- Harvesting and purchasing berries in conditions of legality of forest owners and other area agricultural land fund each RNP-Romsilva, depending on the volume of demand;
- Using for berry harvesting employers only if they have not made the required work time structure which includes;
- Making collaborations, partnerships, etc., with units that have human resource that can be used in harvesting berries;
- The organization of the acquisition points so that they are attractive from the point of view of the transmission distance from the collection area;
- Use, in particular, the utility of the vehicles steering equipment for forestry and forest districts and transportation procurement activity;
- For any use of the fresh fruit will follow the delivery to be made, to the beneficiaries directly at the point of purchase thus reducing transport costs;
- Avoiding travel forestry personnel in other counties or in the jurisdiction of the other directions forest harvesting and purchasing berries;
- Addressing timely, all questions relating to the operation of the production capacities related to the activity of berries;

- Environmental permit on the basis of the EIA and the advice that we were given by the Romanian Academy at your proposal to harvest the entire commodity fund its capitalization;
- Building and Steering Committee approval of purchase prices and starting prices in auctions or negotiation, as appropriate, subject to the sale of fruit species, correlated with the state in which they stand upon delivery (fresh, chilled, frozen, and so on), with the supply conditions, etc;
- Substantiating the above prices by promoting the principles of market economy and taking into consideration the conjunctural situation from the national and global economy, including the fact that we can not afford to conduct business in this area without making profit;
- Organizing legal procedures for selling all of the fruit for this purpose, signing contracts-the framework and associated annexes, in terms of efficiency;
- Communication operations RNP-Romsilva(s.comercial@rnp.rosilva.ro) the possible application delivery and price proposals received, to create a database that would benefit all the forestry sides;
- Tracking delivery berries, if possible, directly to the beneficiaries and to minimize cases of delivery by commission;
- Conclusion of direct delivery as well as the commission shall make provision for all precautionary measures, such as payment of the value of the goods supplied and the major force in ensuring;
- Advising value quantities of fruit harvested or purchased a detour to the forestry or forestry department (the subunit) that store, process and deliver them to the beneficiaries will be the actual cost and the profit resulting from capitalization will redistribute directly proportional to every effort forests, that section;
- Intra and extra community made directly will be developed, as in previous years, with payment in foreign currency, and the units specialized in export deliveries will follow registration forestry directorate providing transport document accompanying the goods, in accordance legal provisions in force.

5.2 Harvesting, utilization and marketing of edible mushrooms

Year 2012

Regarding the collection and recovery of spontaneous edible mushrooms, on 31.10.2012 a quantity of 688 tonnes was achieved in 89%, by making the amount of 594.9 tonnes, either directly: the internal (54 2 tonnes) and exports (29.6 tonnes), or by assigning the right to purchase (511.1 tonnes).

Assignor of the purchase was made as a result of the auctions of forest departments in this regard or bargaining in cases where tenders were not finalized. The transfer rate ranged between 0.15-0.3 euro/kg.

This year the fund was much lower due to excessive drought which occurred in July, 2012. Also, the companies interested in the last yars in the assignment of the right to purchase mushrooms, this year, due to the crisis have not shown the same interest for the acquisition of spontaneous edible mushrooms. (RNP-Romsilva)

Year 2013

For the 2013 harvest, the acquisition and enhancement of spontaneous edible mushrooms in the forest managed by the RNP-Romsilva, will run as follows:

1. Direct acquisition by the Forestry Department organized points, followed its output to be harnessed to export directly and/or through companies specialized in the export or domestic mushrooms under the conditions imposed by law.

Purchasing prices will be approved by the Director of Forestry. Particular attention will be given to supply edible mushrooms as frozen, dried or in brine, correlated with market demand in terms of quality and efficiency.

2. Assignment of the right to harvest the stock of goods, by economic agents, where production is high and not guaranteed sales, so avoiding the loss of the stock of goods. (RNP-Romsilva)

In this case, the duty to organize the points of purchase is on the forestry departments to have control over the quantities of edible mushrooms collected from the forest. Assignment of the right to harvest edible mushrooms must be made by the law, organizing auctions and negotiations. Minimum charge transfer will be approved by the Board of Forestry Directorate. It will be made a rigorous selection of firms and they will be allowed to negotiations only companies showing creditworthiness and which have no debts to pay overhead. The specifications and contracts will be mentioning documents accompanying the goods, and how to fill them.

5.3 Harvesting, utilization and marketing of medicinal plants

Year 2012

The program established for the period 01.01-31.10.2012 for medicinal plants is 779 tonnes, being attained by the Forestry Department at the rate of 114%. The total volume purchased (890.4 tonnes) is made of both quantity and value from lime flowers, elder, wild garlic, hawthorn. The eraning of medicinal plants is largely made domestically except wild garlic and lime flowers that are exported by specialized companies. (RNP-Romsilva)

Year 2013

The contracts for the sale of medicinal plants by the Forestry Department of the RNP-ROMSILVA for 2013 will be made after the auction and if it's the case from negotiations. The procedure for organizing and conducting the auctions and auction prices have to be approved by the Board of Forestry Directorate. There has to be taken into consideration the following steps:

- Preparation and approval of specifications on the organization and conduct of the auction and the auction bid preparation;
- The organization of the auction notice will be published in a national daily newspaper and on www.rosilva.ro at least 10 days before the auction, the notice will contain mandatory the auction place and time, and quantities of plant species, offered at auction;
- For each auction/negotiation there will be a record of it, which shall be signed by all participants.
- Will be considered the contract signing in terms of economic efficiency;

It is strictly prohibited the assignment of the right to purchase herbs. (RNP-Romsilva)

6.Modality to use non-wood products in Romania

6.1 Berries

We consider that the activity of buying and harvesting berries, although it doesn't brings substantial profits to the forest departments should continue in the coming years, especially since many forest departments have refrigeration, some modernized in recent years.

Moreover, most of counterparties before the start of the campaign, as the signing of contracts is done they give to the forestry departments money in advance, which provides the financial resources necessary to carry out this work;

The vector target in the acquisition activity and recovery berries is to increase profit, for which we consider necessary the following measures:

- Upgrading the factories of fruits from areas with high potential, starting in the 2013 the endowment fund to ensure the quality of goods was required by the European Community. So it is necessary among others to purchase at least one installation to ensure IQF frozen fruits grain, condition imposed increasingly on foreign market, at right prices;
- Obtaining the ISO quality certificates and providing organic products, which in addition to being imposed by counterparties and foreign market, has the advantage of more attractive prices;
- Analyzing the berries campaign in each direction by the steering committee after its ending in order to identify weaknesses and take the necessary measures on the 2013 campaign;
- Promoting this activity of competent staff that is professionally trained regularly and which has to be ensured continuity in the activities;
- Promote a dynamic and effective marketing, able to quickly identify real sales opportunities in the context of the requirements of the foreign market.

6.2 Edible mushrooms

Most forestry potential directions in this field have abandoned the acquisition and exploitation of the stock of goods directly, using concession rights acquisition, which collects money with minimal effort, even zero.

We believe it is necessary for this work to start again from the campaign in 2013, involving the acquisition of forest fungi directions of spontaneous and capitalization frozen, brine or dried directly or by commission.

There must be organized marketing activities to support the product, with the aim of identifying possible partners, as well as having the knowledge of foreign market requirements of this segment.

6.3 Medicinal plants

RNP-ROMSILVA strategy in terms of culture, harvesting and exploitation of medicinal plants will need to develop a clear change in mindset for most management teams from the departments of forest, primarily of those who, in recent years, due to less objective reasons, did not intend to continue on this segment, which although is more painstaking, contributes to the financial resources of direction with minimal cost;

The development work on this segment, both in terms of installation of specialized crops herbs and quantities harvested and used assortment of spontaneous and species will need to be accompanied continuously by a dynamic and efficient marketing, able to identify quickly the real possibilities of selling.

Conclusions

The present study highlights a number of distinguishing elements such as: logging, like other products of the forest, is an act of great significance in the existence of a forest and as such must be given the attention needed by the foresters; the forest in Romania is relatively homogeneously distributed in regions and ownership; the types of species of the forest area in Romania shows major differences; evolution of national forest shows major changes due to multiple laws regarding the ownership to make into private large areas of forest; regardless of the nature of ownership, state or private, the forests housekeeping should be unitary, observing their sustainable management under the Forest Code; businesses logging of the forest must perform their work in accordance with the rules of forestry, given the

importance of this process in the life of the forest; providing expert knowledge of economic agents in the exploitation of timber and accessory products, harvesting and maintaining intact their compliance of environmental factors such as soil, seedlings and trees remaining after these operations; giving the support by the competent economic factors to logging and purchasing products and technical accessories modern technology to increase the economic and environmental efficiency.

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