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## Comparative study beetwen Netherlands and Romania

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## COMPARATIVE STUDY BETWEEN NETHERLANDS AND ROMANIA

BRĂTULESCU ALEXANDRA-MARINA<sup>1</sup>

**Summary:** *Agricultural consulting is represent a professional counseling and to request involvement. The farmers and people interested in agriculture can consult specialists or authorized organizations to obtain support in actions undertaken , solving problems or achieving goals . Communication is key in terms of agricultural advisory used as a tool for introducing changes in behavior and attitude of farmers. To the extent that farmers are convinced that to realize and advisory services serves their interests, the effect will be directly proportional to it.*

**Keywords:** agricultural consulting, communication, LVD, rural development, counseling.

### INTRODUCTION

For agriculture, farm advice is a professional advisory and request made free of charge or on a fee, by specialists or authorized organizations, aimed at supporting all managers farms or other stakeholders in achieving goals or solving problems in agriculture.

Extension services in Romania is vital to the transfer of knowledge and technology in agriculture, provides information feeds that can help improve the livelihood of the rural population and farmers. For this reason, most international development agencies recognize the need to support and develop agricultural extension. After a period of indifference, agricultural advisory services rebounded strongly in the global development agenda.

Besides the conventional function of providing knowledge to improve agricultural productivity, expect the agricultural advisory services to meet various new features, such as:

- Associating small farmers to export markets,
- Promoting sustainable production techniques for the environment,
- Health challenges affecting agriculture.

Farm advisory services provided are important attributes on the public good. Therefore, it is not surprising that there are more than half a billion consulting agents of various types and with different skills worldwide. About 90% of staff consultancy worldwide are in developing countries, even if the ratio farmers, extension agents is more favorable in industrialized countries.

In 1990 FAS activity was conducted in actions organized from an administrative:

- Publication of numerous books, brochures, leaflets;
- Filmmaking and TV shows or radio.

In the years after 1990, a period of profound economic and social transformations, farm advice has become a necessity to stringent in Romania.

In the Netherlands, farm advice is achieved through an organization providing services to farmers, private organizations and national and international public institutions. These services cover the entire spectrum of agricultural activities, from technical and economic aspects of agricultural production at farm level up to national agricultural policy formulation.

DLV based services (Duch Agricultural Advisory Service) is however the direct provision of technical and economic advice to farmers. DLV is the basis business advice to farmers in all sectors of agricultural production optimization, both technically and economically.

Although technical advice on cultivation practices and management remain a key component of consultancy DLV importance of economic consultancy, in the widest sense of the term, it is growing. Advice on investment in equipment and infrastructure (sheds, greenhouses, storage facilities).

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## MATERIAL AND METHOD

Provision and funding, effective and sustainable agricultural advisory services are facing major difficulties that are associated with:

- The level and complexity of the operations expansion;
- Dependence on the success of the extension of the broader context of policy;
- Issues arising from the interaction between extension and knowledge generation system;
- The deeper issues of employee incentive possibilities of extension;
- Political commitment often reduced public support for the extension;
- Burdening common with obligations.

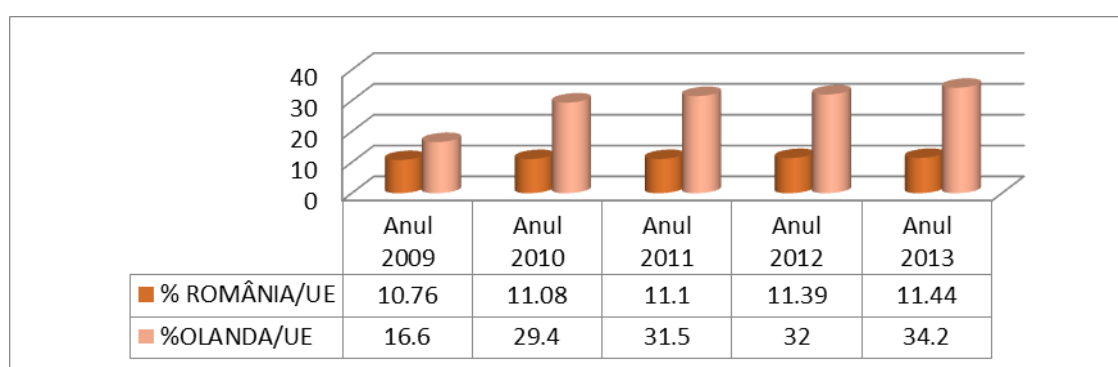
Terms and agricultural advisory services and agricultural extension covers the entire set of organizations that support and facilitate problem solving people involved in agricultural production and obtaining information, skills and technology that would improve their lives. From the perspective of development policy, investment in extension services and facilitating governmental extension is potentially important tools for improving agricultural productivity and increasing farmers' income.

**Table 1**

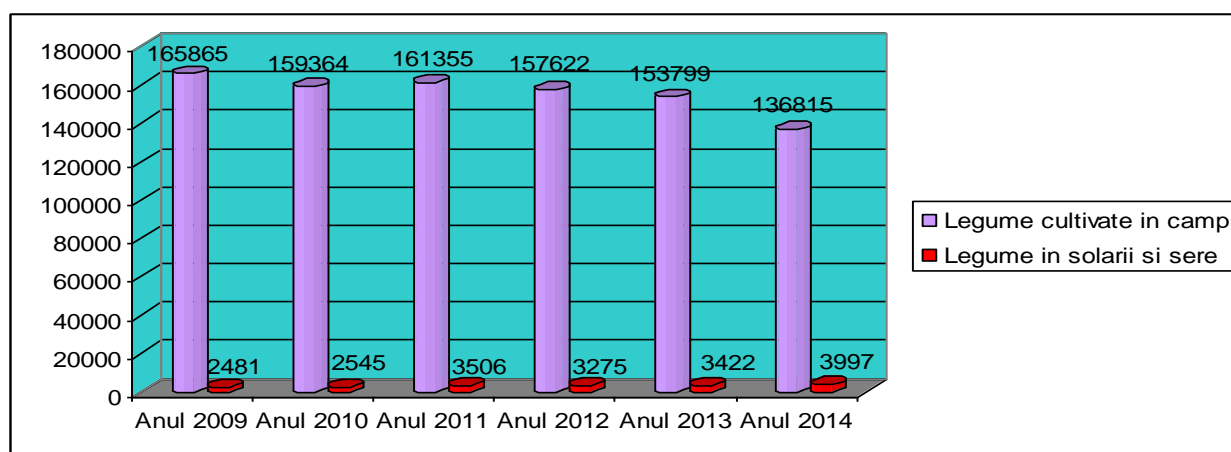
<b>THE SITUATION AREA OCCUPIED BY VEGETABLES ROMANIA AND NETHERLANDS - thousand hectares</b>					
	<b>Year 2009</b>	<b>Year 2010</b>	<b>Year 2011</b>	<b>Year 2012</b>	<b>Year 2013</b>
NETHERLANDS	15,15	81,83	76,74	72,32	67,48
ROMANIA	270,78	266,94	268,01	263,44	263,75
<b>TOTAL EU</b>	<b>2515,40</b>	<b>2409,1</b>	<b>2415,00</b>	<b>2313,20</b>	<b>2305,10</b>
% ROMANIA / EU	10,76	11,08	11,10	11,39	11,44
% NETHERLANDS / EU	11,31	11,12	10,1	10,2	10,6

*Source: FAOSTAT*

Romania's total area of 14.8 million ha, 9.5 billion hectares of arable land is cultivated land and 27%, other 32% are used as grasslands, and 9% are forests. Very modern agriculture, intensive and highly productive occupies 4% of the workforce and accounts for 4% of GDP. The most developed branch is cattle grazing, but in many places and Palm cultivation occupies an important place. In large quantities of potatoes, sugar beet and cereals.



**Chart 1 - Situation with vegetables cultivated areas in Romania and the Netherlands**



Source:INS

**Chart 2 - Areas under vegetables in fields and greenhouses and conservatories in Romania (ha)**

Holland area is 2.3 million hectares, agriculture's contribution to GDP in the Netherlands is 36 642 (euros). This is ranked fifth in Europe in the production of butter, ranked fourth in the production of cheese and number one in production flower bulbs. Cultivated tulips, hyacinths and lilies, especially in areas Leiden and Haarlem, where annually is exported million flower bulbs. An important export product is salad vegetables grown in greenhouses in general.

Each member Dutch farmer cooperatives in three to four narrow specialization, such as:

- Cooperative supply
- Credit unions;
- Cooperative processing of each type of product.

The Dutch government's economic policy tends to keep supporting family farms and farmers cooperatives, which are taxed less. In addition, subsidized interest rates for loans, granted financial guarantees to obtain loans, farmers who invest in environmental receive financial support from the state. Dutch State are not neglected either agricultural education and research, which are also funded.

Can be seen in Table 2 comparisons in terms of cultivated areas and the employment rate of labor:

**Table 2**

SPECIFICATIONS	ROMANIA	NETHERLANDS
Area (km2)	238.391	41.543
Cultivated area	14,8 mln. HA	2,3 mln. HA
The employment rate of labor	59.5%	75.1%

First, consultation carried out through the private sector is generally limited to commercial activities, or serving commercial farmers. One can also mention the fact that small farmers could gain more power if they organize associative (producer groups, cooperatives), for marketing more efficient production. Also, fiscal constraints, even if it is a global problem, have a limiting effect much stronger in countries with less developed agriculture, the type Romanian (Table 3).

**Table 3**

FAS	
ROMANIA	NETHERLANDS
• Opportunities: you can deploy a new system of consulting in Romania which consists of Agricultural Chambers and take a new name.	• In the Netherlands FAS is achieved through an organization providing services to farmers, private organizations and national and international public institutions.

<ul style="list-style-type: none"> <li>• Under the Rural Development Programme 2014-2020 RDP there are consulting firms that can benefit from new firms to sprijin. Serviciile FAS in Romania is vital to the transfer of knowledge and technology in agriculture, provides information feeds that can help improve the living population of the rural population and farmers.</li> <li>• For this reason, most international development agencies recognize the need to support and develop agricultural extension. After a period of indifference, agricultural advisory services rebounded strongly in the global development agenda.</li> <li>• The services provided are important attributes of farm advice on public good. Therefore, it is not surprising that there are more than half a billion consultant agents of various types and with different skills worldwide.</li> <li>• About 90% of staff consultants worldwide are in developing countries, even if the ratio farmers, extension agents is more favorable in industrialized countries.</li> </ul>	<ul style="list-style-type: none"> <li>• Those services cover the entire spectrum of agricultural activities, from technical and economic aspects of agricultural production at farm level up to national agricultural policy formulation.</li> <li>• Throughout its 100-year history this organization has played an important role in winning the Netherlands a leading international position as a manufacturer and exporter.</li> <li>• Most important, however, are of direct personal contacts between consultants and farmers through telephone connections and, in particular, visits to farms.</li> <li>• Communication via the media and extension activities in the group is around 5% and 10-20% of activity extension of LVD, while individual counseling 75% as a share of total activities.</li> <li>• Two-thirds of the company's net income is obtained directly from payments for on-farm advice customer-Dutch farmers and increasingly more in the border regions of Belgium and Germany.</li> </ul>
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Table 4 found average yields tons / hectare in the Netherlands and Romania, observing that Dutch farmers produce more wheat, potatoes, oilseed rape, maize and fodder than the farmers in our country. Sunflower exception, which is not produced in the Netherlands.

Table 4

<b>AVERAGE YIELD T/HA IN ROMANIA AND NETHERLANDS 2010-2012</b>			
	<b>DUTCH FARMERS</b>	<b>FOREIGN JEANS IN ROMANIA</b>	<b>ROMANIAN JEANS</b>
Wheat	8.6	4.8	1.9 -3.3
Rape	3.5	2.5	1.2 -2.2
Potatoes	45.2	-	9 -15.7
Sunflower	-	2.2	1.1 -1.7
Corn	12.3	6.5	1.4 -3.2
Forage maize	46	-	8.0 -42

## RESULTS AND DISCUSSIONS

Consultancy work can be defined as the process of training and dissemination of specific information in response to requirements of time and long-term customer, represented by farmers, agricultural producers.

In our country there is a strong difference not only to the countries with strong tradition in Western Europe, and even to former socialist countries, where the old system was more lenient, allowing import of inputs performance since the period of communist governments, working which did not happen to us.

In order to reduce the gap, a basic component is, or should be, promoting agricultural consultancy to raise the level of professionalism of farmers, informing them on new technologies, agricultural policies promoted by the EU, ways to access different financial opportunities available to them through the Common Agricultural Policy.

Unfortunately, farmers training is currently only resources from the public system, and they are relatively limited. Funds allocated by MARD for consultancy activities and training, still

insufficient should be supplemented, and the only way to achieve this goal would be working with the private system, with NGOs or organizations of farmers, things hovering but at least at the moment at the stage of trials, the rates charged by private companies schooling farmers now being restrictive.

Table 5

<b>IMPORTANCE, THE NEED FOR AGRICULTURAL AND BENEFICIARIES OF CONSULTANCY ROMANIA / NETHERLANDS</b>		
<b>IMPORTANCE OF CONSULTANCY</b>	<b>NEED FOR CONSULTANCY</b>	<b>THE BENEFICIARIS</b>
Provision of data and Information to farmers;	The low level of training of farmers.	Regarding beneficiaries of extension services, they are primarily agricultural producers, particularly from small and medium sized family farms as well as specialists and other operators in rural areas.
Providing advice and solutions to the problems facing farmers; Popularizing innovations in agriculture.	Need refresh professional knowledge of specialists in agriculture	
Transferring production of new technologies by farmers	Getting an unbiased perspective.	
Conducting training and continuing education for farmers and other agriculture professionals;	The necessity of popularizing scientific research results.	Working methods are consulting communication techniques that intervene between the consultant and beneficiaries.
Creating practical skills to farmers.	The need to learn from consultancy;	
Editing, copying and distributing magazines, newspapers, books, brochures, leaflets, films and other audiovisual material, with topics of interest for farmers	The necessity of popularizing the new regulations and rules.	Individual advice is intensive form of communication within the advisory service.
Motivating farmers to initiate an action or activity;	The need to address emerging issues;	

## CONCLUSIONS

First, consultation carried out through the private sector is generally limited to commercial activities, or serving commercial farmers. One can also mention the fact that small farmers could gain more power if they organize associative (producer groups, cooperatives), for marketing more efficient production. Also, fiscal constraints, even if it is a global problem, have a limiting effect much stronger in countries with less developed agriculture, the type Romanian.

To combat this last point, it is necessary to adopt strategies that include measures to boost production and cost recovery of extension or promoting private sector development extension.

Because participation selective private sector extension and consultancy, public sector and non-profit research sector will have a role increasingly higher in disseminating information to farmers, and must work together to meet priority requests consultancy and extension coming particularly from small farmers.

Thus, the Agricultural Chamber (formerly Network ANCA) remains the only institution able to promote agricultural extension and advisory quotas similar to those required by EU professionalism in training lecturers and reasonable rates is a guarantee in this regard. It should also be borne in mind that many farms still have the status of semi-subsistence farms with poor technical equipment, which tend not to conduct a commercial activity.

Transforming these subsistence farms into commercial farms type can only be achieved through cooperation between all stakeholders. Thus, it becomes increasingly important role in agricultural consultancy dissemination of general information and specific idea in order to access this

information to all farmers. The government also aims to provide the necessary infrastructure to regulate access to credit and markets to develop competitive type.

I think it would be appropriate to strengthen the role of Agricultural Chambers, supporting them materially and logistically, and not looking for solutions hybrid gathered elsewhere, solutions that currently do not match any of the agricultural system Romanian, represented primarily by small farms, subsistence nor with the current mentality of Romanian peasant.

And this mentality can only change with the emergence of new generations of progressive farmers, who will be able to fully utilize the information they receive. Regardless of how it is viewed and perceived FAS is generally accepted worldwide that without this kind of service is difficult to obtain performance and efficiency in agriculture.

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