

APPLICATION OF THE COMMISSIONERSHIP SYSTEM TO WOOD INDUSTRY–SAFE AND SUSTAINABLE DEVELOPMENT WAY

Ivan CISMARU

Prof.dr.eng. – Transilvania University in Brasov
Address: Str. Universitatii nr. 1, 500036 Brasov, Romania
E-mail: icismaru@unitbv.ro

Luminița-Maria BRENCI

Assoc.Prof.dr.eng. – Transilvania University in Brasov
Address: Str. Universitatii nr. 1, 500036 Brasov, Romania
E-mail: brenlu@unitbv.ro

Abstract:

The present paper proposes a new approach and provides the possibility to ensure a proper systemic functioning of wood industry, opening opportunities for safe and sustainable development. It starts from the idea that development supposes rapidly, correctly and efficiently solving the “demands” of the wood-processing sector, by means of rapid access to the “offer” banks within various elements of the overall development system and by means of an appropriate information transfer for application. Streamlining the connections to be achieved between demands and offers supposes finding systemic solutions to facilitate the relieving of the specific wood-processing management by the stages of searching the partners who should solve the efficient operation and development. An applicable solution is the implementation and development of the commissionership system, which should make the connections between operators and the possible partners who might comply with their demands.

Key words: *commissionership system; development trinomial; systemic relations.*

INTRODUCTION

The existence, operation and development of an economic field, for instance wood industry, supposes permanently solving short-term, as well as long-term problems, with a view to streamlining the field-specific activities, in both economic and qualitative terms, in order to solve market demands and primarily to improve life quality.

The emerging problems needed to be solved represent the field-specific “demands” (consisting of the operators’ added up requests). They can be “internally” solved by means of accessing operators from other fields who might solve (by their specialized activities) these requests.

Identifying, contracting and involving these operators in solving the problems specific to wood industry supposes effort, relations and staff, educated and trained for these actions. Note that the aforementioned constitute additional expenses (to the enterprises acting in wood industry) and further “loading” of the specific activities, which may entail inefficiency of the managerial activities and sometimes of the basic activities of the enterprises from wood industry.

Given the permanent competitive activity, both internally and externally, the sustainable development of the enterprises should be safely ensured, by means of the “problems-requests” that are to be solved. This supposes relieving the opportunities emerged in wood industry field of other activities; and specialized enterprises, possibly the commissioners, should be “allowed” to deal with the field-specific activities and be transferred the “offer”-finding tasks. (Cismaru 2013, Cismaru and Brenci 2014).

The commissionership companies, by their flexibility, specialization, integration in the national development system and by their operability, may comply with all desiderata afferent to solving the demands of the enterprises in wood industry, in order to ensure their safe and sustainable operation and development.

TRINOMIAL CONCEPT OF AN ACTIVITY FIELD DEVELOPMENT

The development trinomial represents the system of biunivocal relations established between three basic elements, i.e. society – research – economy, as shown in Fig. 1.

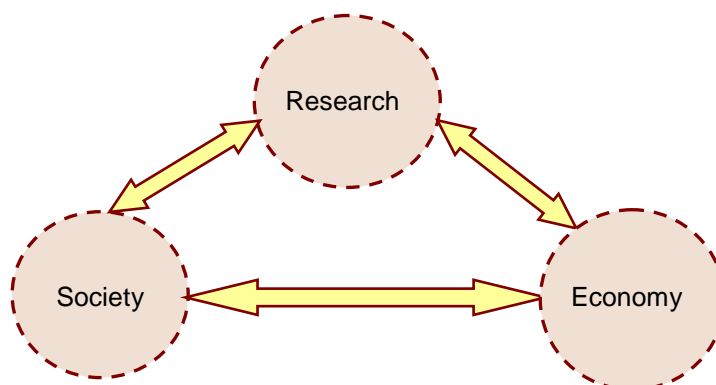


Fig. 1.
Development trinomial – structure of basic elements.

The three basic elements are functional by “demands and “offers”, which must be solved so that the final outcome to be current smooth operation and future development.

Between the three fundamental elements, there are biunivocal demands and offers, which are to be solved in reciprocity.

If wood-processing industry is considered the basis – within the core element “economy”, we can analyze the fundamental demand and offer system as follows:

- wood-processing industry provides society with the material goods necessary for maintaining and raising life quality and, at the same time, offers jobs to the people working in this sector, jobs to be filled by staff qualified in all necessary specializations, as well as managers. In terms of research, wood-processing industry raises short-term and long-term problems, that should result in streamlining the production of goods, in increasing their quality and in designing new materials and products which, associated to wood, ensure higher quality and functionality (adhesives, lacquers, accessories etc.) and provide, at the same time, research with financial and logistical support (apparatuses, equipment, test benches, stands etc.), as well as long-term research programs. The wood-processing industry might claim exclusive collaboration relations not only with the research component specific to wood engineering, but also with research components in the field of adhesives, lacquers (within the development trinomial afferent to chemical industry) or in the field of thermal or electrical energy (within energy industry) and so forth.

- research (Petrescu 1999) in its relation with society, has a “demand” for staff specialized in research fields afferent to branches characteristic of each economic sphere, with a view to conducting specialized researches, as well as of staff with non-economic specializations (mathematicians, physicians computer scientists, sociologists etc.), with a view to conducting fundamental researches; likewise, it offers financial support, jobs, ideas and solutions of efficient organization and operation, as a result of the conducted researches. For the case under consideration, research submits society “direct demands” for specialists in the field of wood engineering, demands for cutting-edge technologies and products, demands for new machines and processing tools, and an “indirect demand” for experts acting in complementary fields (chemistry, engineering, economics, finance etc.) and likewise offers “economy”, more specifically the wood-processing field, innovative ideas and solutions, state-of-art technologies and procedures, aimed at streamlining this branch. In its relation with society, research primarily asks for experts of high professional level, capable of conducting specialized research in the country or abroad, through the educational system, in this context for wood engineering or complementary fields. In its turn, research provides society with jobs for specialized staff, as well as with results consisting of solutions and optimal modalities targeting the efficient organization, smooth operation and development of the social spheres (education, health, administration, intelligence etc.).

- society’s main demand from economy is to provide it with jobs for the people it trains, as well as to provide financial support for the proper operation of the specific institutions whereby the citizens’ education, health and institutions, as well as the logistics necessary for the adequate functioning of these institutions (technique, apparatus, specific techniques and technologies etc.) may be ensured. As regards economy, society’s main offer is its provision with healthy, adequately qualified labor force, and with an “environment” of social safety and security. In relation to research, society has, in terms of demands – solutions, ideas, methods and techniques, which should be applied within its own institutions, with a view to increasing the organizational quality, as well as the social and individual safety and security.

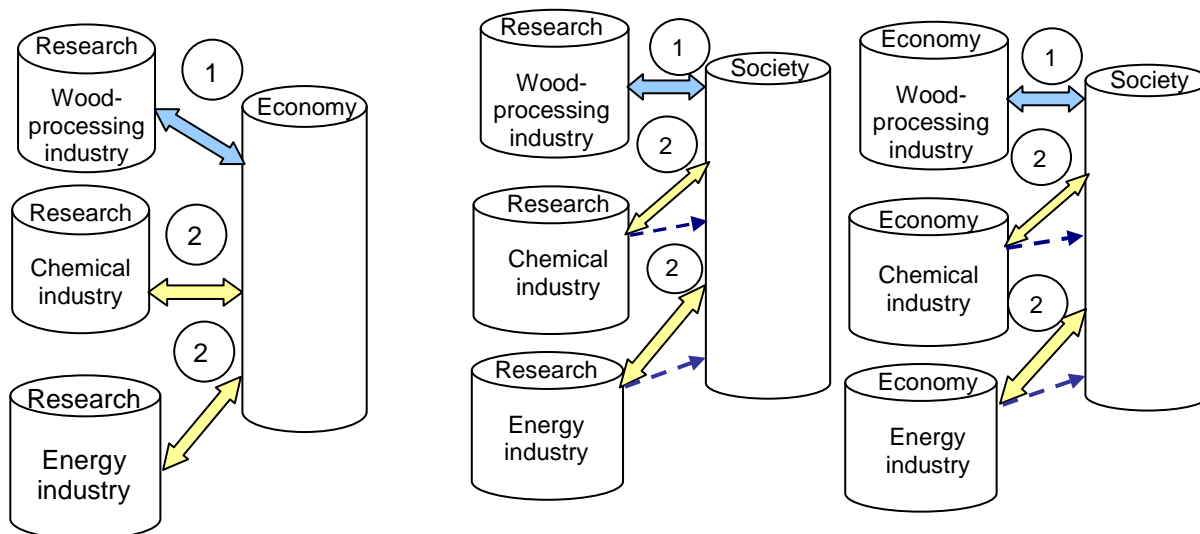


Fig. 2.
Horizontal trinomial connections (for the trinomial specific to a main field "1") and vertical connections (for the trinomial specific to the complementary fields "2").

In relation to research, as an offer, society offers experts adequately educated and trained for research, both in terms of value and in terms of specializations, as well as financial support, with a view to conducting the needed researches.

Following the analysis of the "demand and offer" relations, in the biunivocal character of the operation specific to the development trinomial, it can be said that horizontal relations are established between the basic elements of the trinomial specific to an economic field; yet, the need for vertical relations between the basic elements of the trinomial specific to the economic sphere and the fundamental elements of the trinomial specific to other complementary fields is also manifested, as shown in Fig. 2.

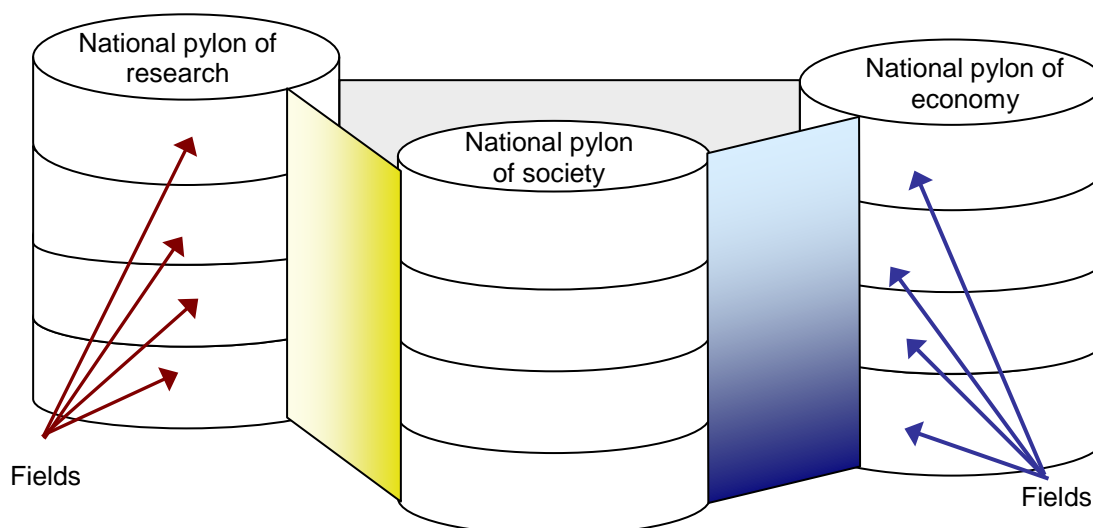


Fig. 3.
National trinomial tower of development, with its basic pylons and the action plans thereof.

Thus, presenting the trinomial functioning of the development connected to specialized economic fields, we dare to say that a trinomial system in the form of the trinomial tower can be achieved at a national level. The three basic elements of the development trinomial (fields) are represented by the three basic pylons of the development (at national level), as shown in Fig. 3. Between them there are interaction plans, where the horizontal and vertical connections are made between the trinomial elements of a single field and/or of other complementary fields.

COMMISSIONERSHIP SYSTEM – PLACE AND ROLE IN THE TRINOMIAL AND TRINOMIAL TOWER OF THE DEVELOPMENT

The complexity of the relations to be initiated and concluded by the enterprises in the wood-processing industry (within the national pylon of economy) with the research sector of their own field or of other complementary areas (within the national pylon of research), as well as with the operators in the social sphere (education, health, sociology etc., placed in the society pylon), shows the major problems that may be raised for the management and functional structure of the wood engineering entities (Bogdan 1974). In some situations, solving these problems entails high consumption of human energies and financial resources, sometimes negatively influencing the actual stage of operation of the respective economic bodies.

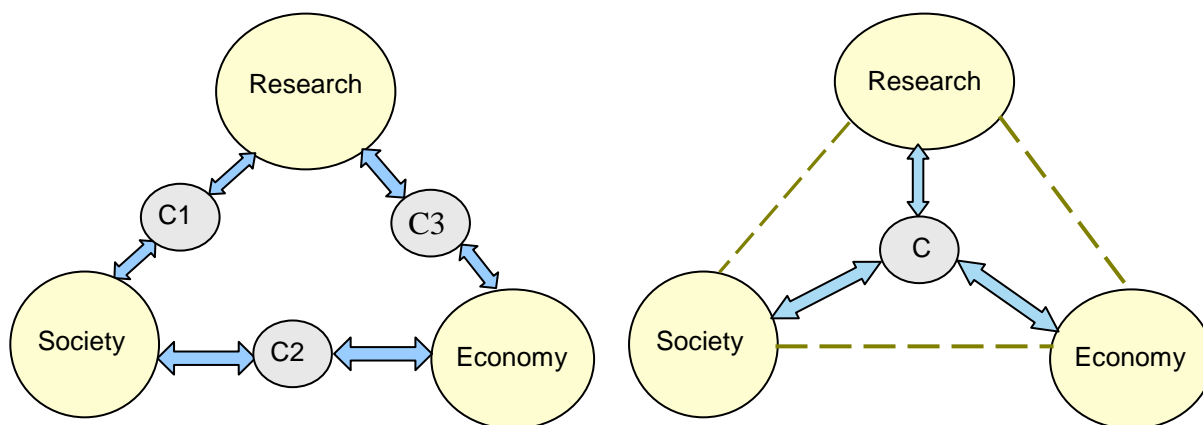


Fig. 4.

Place of the commissioner element in the structure of the development trinomial: a – with specialized elements on the connections between two basic elements of the development trinomial; b – with unitary elements for complementary connections between the basic elements of the development trinomial.

Relieving and freeing the enterprise of these complex relational issues, is only possible by inserting a complementary element in the development trinomial, i.e. the commissioner element, as shown in Fig. 4.

In case the complementary operators of the commissioner system are placed as in Fig. 4a, they will solve the demand-offer problems between two basic elements of the development trinomial. In case the complementary operator of the commissioner system is placed as in Fig. 4b, it will solve the demand-offer problems between all three basic elements of the development trinomial, according to the nature and orientation afferent to demand and offer.

For that matter, the complementary operators of the commissioner may be specialized commercial companies (Iancu 1988), which collect demands and offers from the basic elements of the trinomial afferent to a field (on the horizontal) and create compatibilities between them. Also, they may relate with other elements of the similar commissioner of other fields (on the vertical direction of the trinomial tower), so that the operability and compatibility between demands and offers should be attained as rapidly, efficiently and timely as possible.

The commissioner companies constituted and placed as in Fig. 4a, might exist in the early stages of this commissioner system, requiring just low investment and a small number of specialists. In the case of the commissioner companies constituted and placed as in Fig. 4b, the commissioner-specific actions might be streamlined, simultaneously with shortening the duration of creating the compatibility of the demands and offers in the trinomials. These ones might be specialized on certain services with outcomes in flexible activity and short time for finding the compatible solutions of demands and offers, as shown in Fig. 5.

In the case of both unstructured (Fig. 4b) and structured (Fig. 5), commissioner companies, some direct relations between the basic elements of the development trinomial of a certain field can also be active (for instance, between an economic operator and an educational establishment wherefrom the qualified staff is recruited).

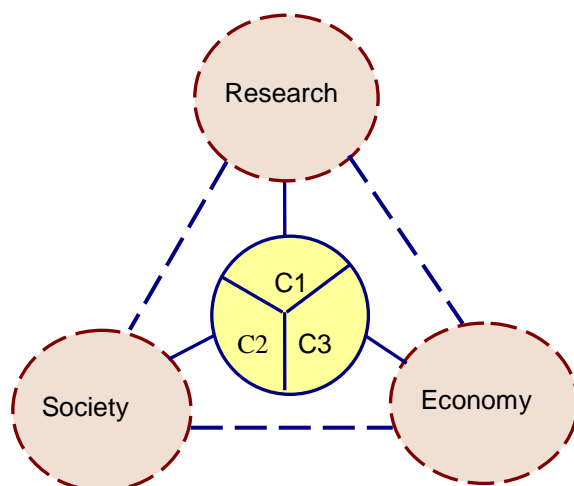


Fig. 5.
**Structuring of the complementary element of the commissioner
on specialized compartments (services).**

The commissioner companies have the role of taking the requests from the enterprises within a field (in this case, wood-processing industry) or from the entities who might deal with the wide range of requests or who are able to valorize the offers.

The commissioner companies might create data banks with demands and offers both from the economic pylon and from the research or society pylon, selectively grouped, which would much shorten the time for searching and for rendering the demands and offers compatible, within the development system. In this way, the offers of the following type will be rapidly solved:

- offers of products with possible buyers;
- offers of services with possible users;
- offers of innovation with the interested persons in their application;
- offers of specialization with possible users;

or demands of the type:

- demand for equipment for technological operations or for research;
- demand for specialized staff, based on the development direction of an economic branch;
- demand for new materials, designed to increase the quality of the product;
- demand for new services, specific to the new technologies or equipment under use etc.

In this case, all these compatibilities are achieved based on commission, set by commissioner contracts.

The "connections" between the "demanding" and "offering" entities may be achieved either through the commissioning company or directly, under the observation and coordination of the commissioning company.

CONCLUSIONS

Introducing the system of the development trinomial or of the trinomial tower and implicitly the complementary commissioner entities, might methodize and discipline many collaboration and functioning-related problems of the basic factors specific to enterprises' development, simultaneously with the increasing of compatibilities between demand and offer, both in terms of time and of efficiency.

Should the commissioner system not find offers afferent to a certain demand in the national data bank, it may rapidly resort to their homologues abroad, creating that the certainty that, in this functional system, any demand brings an offer, and will never remain unsolved.

This system fulfils the great desideratum of our times, namely to ensure sustainable development, by the certainty of meeting any demand with adequate compatible offers.

For this purpose, an adequate legislative system must be achieved, where the commissioner system to be set up and functions, and courageous, intrepid people must be found, to launch such activities.

BIBLIOGRAPHY

Bogdan R (1974) Logica pe înțelesul tuturor (The logic explained). Editura Enciclopedică Română, București.

Cismaru I, Brenci LM, (2014) Complex trinomial system-basis for the management of the socioeconomic development. Review of General Management 19(1):73-83.

Cismaru I (2013) Research adaptation to eco-economy by efficient managerial method. Review of General Management, 18(2):38-48.

Iancu A (1998) Stiința economică și interferențele ei (Economic Sciences and its interference). Editura Economică, București.

Petrescu I (1999) Problemele cercetării și știința managerială (Research and management science problems). Editura Lux Libris, Brașov.