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Message

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Dear Academicians & Research Scholars,

Happy Independence Day

Dear Authors, as you know that our referred an international research journal listed with many research organizations like, Global Impact Factor Australia, Google scholar, LinkedIn and also approved in Higher Education Supreme Authority Uzbekistan. We are also member of PILA (Crossref) USA. The motive of our research journal is to publish worthy and original research papers after double blind peer review process. There is no doubt that today we have given international platform to our journal where everyone, who belongs to management, knows very well. During the last nine years of our research journey, you can see that there are so many research papers, case studies, book reviews coming from across the world, in the field of management. Many academicians, research scholars & students have approached from different countries like USA, Thailand, Indonesia, Saudi Arabia, Iran, Spain, Nigeria, Kenya, Nepal, Pakistan, Sri Lanka, Uzbekistan to publish their research papers in our esteemed International research Journal. We have considered most of them to publish after peer blind review process. We have also published many research papers from different management institutes of our country. They are sending regularly for publication in the upcoming issues. In addition to, it, there are many academicians, research scholars and institutes subscribing for our journal for reading by students and faculties. There are so many academicians who are approaching for being associated with our editorial & advisory board or as a review expert. We have selected some of them from foreign countries like USA, Nigeria, Uzbekistan and Sri Lanka, Nepal. The standard of our all research papers like empirical, conceptual, book review and case study is increasing the popularity of this Journal day by day. The most inspirable things of our journal are Motivational quotations which are appreciated by readers. Our renowned advisory board & editorial board members giving me advise to maintain quality of the journal and its become a real mile stone of our success.

Research is a need of today's life, without research nothing is possible in the universe. Because, research bringing revolutionary change in the life. Research based study always support academicians & scholars to upgrade their innovative skill and academic profile as per UGC and AICTE norms. I would also like to request those, who are interested to get their research papers published in the field of Retail, Tourism, Hospitality, Event Management, Import and export, HRM, Finance, Marketing, Advertising, Accounting, Economics, Aviation, and IT etc. to send their research papers through email.

Dr. P. S. Bhadouria

DYNAMICS AND PROBLEMS OF WHOLESALE TRADE IN THE REGIONS OF UZBEKISTAN

D. H. Kholmamatov¹

ABSTRACT

This article analyzes the dynamic of wholesale trade and the dynamic of wholesale turnover in the context of the innovative development of the economy of Uzbekistan. After, wholesale commodity turnover, of wholesale trade and commodity stocks are studied and the problem of estimated cost related to storage and possession of stock in wholesale trade has been identified.

Key words: Wholesale Trade, Wholesale Trade Turnover, Brand Reserve, Logistics Centers, Warehouse Management, Distribution Center.

Introduction

Mutually beneficial development of the country's economy in terms of innovative development is one of the most important issues. Options in all regions are not the same. If the bandwidth of the zone corresponds to agriculture, the second zone can be used for industrial production and, in addition, for the development of transport infrastructure. Thus, the transformation and distribution of mutual goods is crucial in the uneven development of regions (Bramwell, 2005; Stansfield, 1987; Turner & Freiermuth, 2017).

The role of wholesale trade in the supply of raw materials, ores, ores to industrial production zones, as well as from the region to semi-finished products, packaging and spare parts processing plants and, ultimately, finished products to the consumer market is immeasurable.

Free economic zones, small industrial zones, logistics centers, warehouses in the regions are aimed at ensuring an even distribution of material goods between the regions. In addition, raw materials, spare parts, semi-finished products are also imported from industrial enterprises not only from internal sources, but also from external sources. Import, transportation, storage, distribution, delivery of goods is one of the most important functions.

These functions are covered by wholesalers. Wholesalers, warehouses, warehouses are mainly located in industrialized areas with developed transport infrastructure. Wholesale turnover is also high in the wholesale and wholesale markets. As a result, the share of transport and logistics, transport, storage and trade services in the gross regional product of the region will be high. In addition, the importance of wholesale trade will increase while maintaining transport flows between regions (Alikulova, 2014; Kantarci, 2007a, 2007b; Ospanov, 2012).

In the organization of processing, retailers can not fulfill the task of supplying raw materials, spare parts, semi-finished products not only from internal sources, but also from external sources, the purchase of tangible goods and processing enterprises. This can be done only on wholesale trading platforms.

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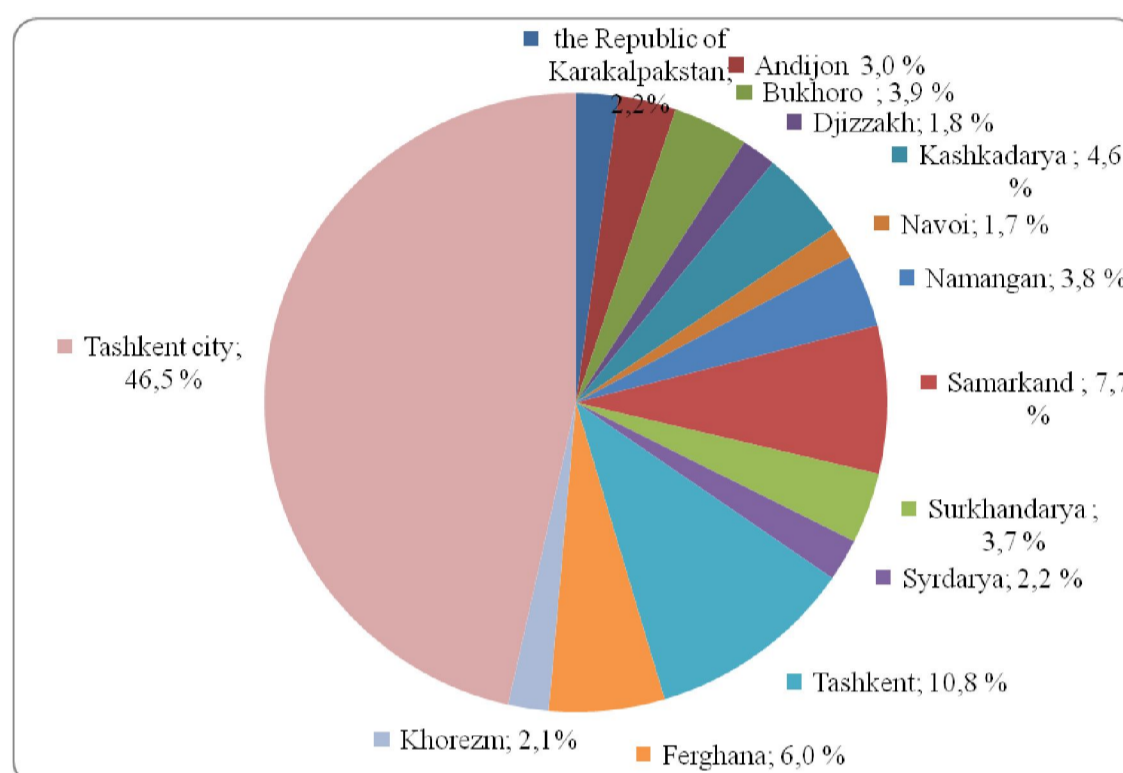
In connection with the analysis of the dynamics of wholesale trade turnover in the republic and its regions, it is necessary to consider the possibility of locating future distribution centers in regions with high wholesale trade turnover. Because distribution centers should be closer to consumer goods and goods intended for technical and production purposes. Optimal management of the material benefits of resources in each production cycle is associated with the problem of distribution centers distribution (Holt, 2010; Marketing & 2007, n.d.; Winter, Teo, & Chang, 2008).

The analysis of wholesale trade turnover in regions of the Republic of Uzbekistan is given below (see "Table 1")

Table 1 : The Analysis of wholesale tradeturnover in the regions of the Republic of Uzbekistan

Regions	Years (billion.sum)				
	2013	2014	2015	2016	2017
The republic of Karakalpakstan	463,0	592,3	722,2	788,4	905,7
Andijon	831,7	1012,5	1159,1	1218,2	1274,5
Bukhoro	890,3	1213,1	1334,6	1577,1	1646,6
Djizzakh	375,1	473,6	516,4	605,1	762,7
Kashkadarya	1180,1	1472,4	1625,1	1929,0	1943,1
Navoi	472,1	624,8	501,4	616,4	717,5
Namangan	786,9	896,5	1070,4	1330,3	1602,5
Samarkand	1430,3	1831,6	2149,6	3155,5	3259,5
Surkhandarya	649,5	801,8	853,3	1174,3	1573,0
Syrdarya	458,9	499,2	619,2	845,7	925,9
Tashkent	2548,5	3626,2	3729,1	4710,5	4553,3
Ferghana	1356,7	1481,3	1857,1	2252,3	2511,5
Khorezm	608,8	674,2	722,6	774,3	894,8
Tashkent city	9949,8	11549,6	13553,	17324,9	19615,3
Across the country	22001,7	26749,1	30413,1	38302,0	42185,9

The volume of wholesale trade in the Republic of Uzbekistan varies. In 2017, the share of the city of Tashkent in the wholesale trade of the Republic of Uzbekistan, in the wholesale trade of the Republic of Uzbekistan is 46.5%, Tashkent Oblast 10.8%, Samarkand 7.7%, Fergana 6.0%. , Djizzakh region - 1.8%, Syrdarya region - 2.2%, Khorezm region - 2.1% and the Republic of Karakalpakstan - 2.2% (look at the picture 1).



Picture 1. Share of wholesale trade turnover on the territory of the Republic of Uzbekistan, %

Wholesale turnover is the main indicator of wholesale trade. According to the analysis of the main indicators of wholesale organizations of Uzbekistan, in 2005 it amounted to 2819.9 billion Soums. The volume of wholesale trade in 2017 amounted to 42185,9 billion Soums. In 2006-2017, the wholesale trade of the wholesale organizations of Uzbekistan increased on average by 114.0 percent (see "Table 2").

Table 2 : Main indicators of wholesale organizations¹

Years	Wholesale trade turnover, billion. sum	Goods reserves (at the end of the year), billion. sum	The days of goods turnover	The growth of wholesale trade turnover
2005	2819,9	410,1	52	x
2006	3753,2	502,0	49	114,2
2007	5497,4	863,5	57	131,7
2008	7176,4	1206,0	61	116,7
2009	8634,0	1573,5	66	107,9

¹Annual statistical reports(www.stat.uz)imformations

2010	11774,1	2295,1	70	119,5
2011	15476,7	2828,9	66	118,0
2012	18019,0	3979,4	80	102,4
2013	22001,6	5175,3	85	109,1
2014	26749,1	6659,3	90	111,0
2015	30413,0	7780,1	92	107,1
2016	38301,6	9489,9	89	116,5
2017	42185,9	10767,3	92	110,2

The main economic indicators of wholesale organizations include wholesale turnover, commodity reserves, turnover, etc. Given the trend of the dynamics of the main indicators of wholesale organizations in the country, you can see the general trend of growth. Trade is growing day by day. In recent years, trade has been growing for three months. This, in turn, represents a serious approach to issues related to the management of commodity stocks in the wholesale trade (Razakov Sh & Shakhgunova, 2001).

Wholesalers play an important role in the production of goods as intermediaries in the production-exchange-consumption chain of social reproduction. In the activities of wholesalers, resource management, control and management of the storage level are the main operations and features.

There are a number of reasons why wholesalers need to create and maintain optimal management:

One of the main reasons is to ensure the continuity of the production process. Because wholesale enterprises supply raw materials, semi-finished products and spare parts to manufacturing companies. Due to the lack of sufficient resources, technological failure can lead to large losses in production capacity.

Secondly, the seasonality of raw materials is mainly associated with the activities of firms and companies engaged in the processing of agricultural products.

The third reason is the distribution of finished products in the consumer market. Wholesalers provide supplies of finished products to retailers. At the same time, it is important to have available stocks in wholesale trade.

The fourth reason is that the change in prices for raw materials used by producers is seasonal. That is, when prices are cheap, they create enough stocks and use them for production when prices are expensive.

The main problem with the creation and maintenance of reserves is that a large turnover is "frozen" in the form of raw materials and material resources. This process is called immobilization of funds in the economic literature. The higher the rotation speed, the more profitable the economy. Increased turnover means fewer raw materials and material resources and long-term reserves. To do this, it is necessary to determine the optimal level of resources and optimize them. The analysis of statistical data shows that over the next decades the size of macroeconomic resources and the volume of savings in their savings increased.

Many wholesale trading companies cannot accurately estimate the costs associated with accumulation, and ultimately spend significant amounts of money. However, it is important to note that it is important to estimate the costs associated with stocks.

In determining inventory-related reserves, the following key indicators should cover capital costs, resource maintenance costs, storage costs, and risk-related costs.

The study concluded that in the wholesale business there is the problem of estimating costs associated with the storage and storage of reserves.

Conclusion

At wholesalers, the economic nature of stocks can be explained as follows. Wholesalers are selected and formed for a wide range of consumer orders, are sent in the required quantity, packaged and sent to the appropriate shipping and shipping documents. Thus, wholesalers carry out operations associated with the preparation, loading and shipment of material goods. These operations take a lot of time. Consequently, the wholesale stock of wholesale goods represents the current stock, that is, equal and guaranteed reserves of the customer's order, that is, sufficient stocks to meet the needs of consumers when production is suspended.

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