

Scientific and Practical Aspects of Managing Textile Clusters and Increasing Their Export Potential

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Abstract. In world practice, methods and mechanisms for managing the export potential of textile clusters are widely used. This study, to a certain extent, serves to fulfill the tasks defined in the Decree of the President of the Republic of Uzbekistan "On approval of the Strategy for the Development of Agriculture of the Republic of Uzbekistan for 2020-2030." There are a number of serious problems in the modern cluster system of the textile industry in Uzbekistan. The study was carried out in accordance with the priority directions of the development of science and technology in the Republic of Uzbekistan.

Key words: Clusters, stages of creating clusters, building a cluster, textile clusters, evaluating the effectiveness of cluster implementation, export potential.

1. INTRODUCTION

In the context of globalization and internationalization of the world economy, the formation and support of export industries is a necessary condition for ensuring the competitiveness of the economy, maintaining jobs and stable economic growth. In accordance with the Strategy for the Further Development of the Republic of Uzbekistan for 2017-2021, one of the priority areas for the development of Uzbekistan is the dynamic continuation of the policy of stimulating the localization of production and import substitution, primarily consumer goods, the expansion of intersectoral industrial cooperation, the liberalization and simplification of export activities, the diversification of structure and geography export, expansion, mobilization and increase in the export potential of sectors of the economy and territories, including the textile industry.

This article, to a certain extent, serves to fulfill the tasks defined in the Decree of the President of the Republic of Uzbekistan No. UP-5853 dated 10/23/2019 "On approval of the Strategy for the Development of Agriculture of the Republic of Uzbekistan for 2020-2030", Decree of the President of the Republic of Uzbekistan No. PP-4949 dated 14.01 .2021 "On measures to realize the export potential of the Republic of Uzbekistan for 2021", Resolution of the Cabinet of Ministers of the Republic of Uzbekistan No. 253 31.03.2018 "On additional measures to organize the activities of cotton and textile industries and clusters" and other regulatory legal acts related to this area.

Literature review. The foundations of the cluster approach in economics were formulated in the studies of P. Maskell, M. Lorenzen, M. Porter, M. Storper, M. Enright, W. Migari, O. Solwell, G. White, C. Freeman, S. Harrison, J. .Henderson, D. Hilgers, J. Schumpeter [2] and others. Among modern scientists involved in cluster forms of organization of textile production, such as V.I. Postalyuk, V.Ya. Murodov, I.Toshmatova, G.T.Ismoilova, G.T.Yuldashev and others.[3].

2. RESEARCH METHODOLOGY

Foreign experience shows that the level of innovation potential of a country and a region is associated with the peculiarities of economic development that form their competitive advantages. World experience provides examples of increasing the competitiveness of territories and industrial complexes through the implementation of a cluster regional policy. In many developed countries, industry clusters have become a common form of organizing business communities. The methodology of cluster initiatives implemented over the past decades in different countries shows that their high competitiveness is based on the strong positions of individual clusters, which strengthen it and optimize the management of the national economy. Within the framework of the thematic focus of the article, we will consider in more detail the elements of the conceptual apparatus that are directly related to the management of the export potential of cluster systems.

3. ANALYZES AND RESULTS

To date, the word cluster is widely used in various fields of science. The word cluster comes from the English word

"cluster", which means a group, an association of various things or people. In economics, a cluster is primarily understood as an association of various entities - organizations, manufacturing and service enterprises, research and educational institutions that are geographically close and functionally interconnected with each other.

Fridman Yu.A. outlined the basic principles of building a cluster Figure 1:

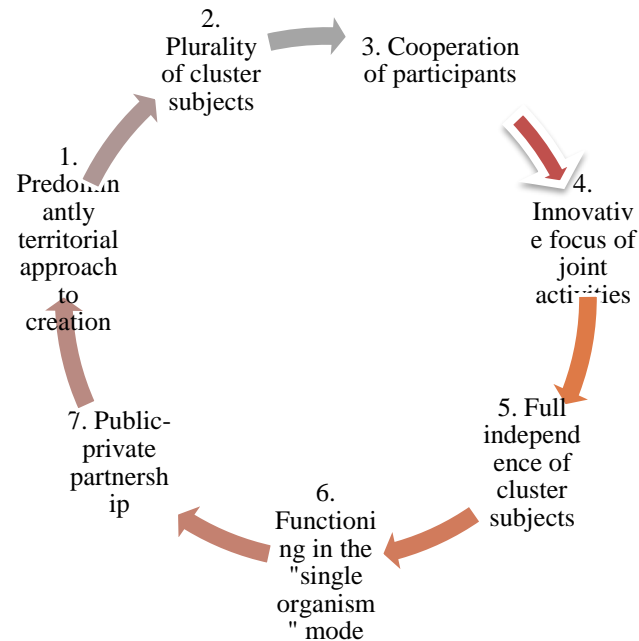


Figure 1. Basic principles of building a cluster [4]

In accordance with the ideas of Uzbek scientists, the cluster approach to the development of the economy is a new management technology, this approach makes it possible to increase the competitiveness of not only a separate territory or industry, but the whole country. [5].

The cluster approach is capable of fundamentally changing the content of the state economic policy, which is aimed not at supporting individual enterprises and industries, but at developing relationships between related enterprises, institutions located in geographical proximity, etc.

The growth of the export potential of the enterprise can be considered in two directions: commodity and territorial (geographical). In the first case, it means increasing the competitiveness of previously produced or newly created products. The second direction involves entering new sales markets or increasing sales in previously developed markets. Based on the foregoing, four variables of the enterprise's export potential can be distinguished: an existing product, a new product, an established market, and a promising market. The combination of the above variables makes it possible to determine four directions for the development of the local export potential of an industrial enterprise.

The development of an export-oriented scenario for the formation of resource potential in the agrarian sector of the country, where state financial support acts as a determining factor, is of great importance for increasing the export potential of agro-industrial enterprises. The latter implies the development of an effective mechanism to reduce the costs associated with exports, improve the efficiency of the management system in exporting clusters, which can be achieved not without the participation of local authorities, including [8]. The introduction of textile clusters is designed to increase the satisfaction of the country's internal needs, reduce dependence on imports and increase the export potential of the state [9]. The introduction of textile clusters is designed to increase the satisfaction of the country's internal needs, reduce dependence on imports and increase the export potential of the state [10]. We recommend using the following as key performance indicators: the volume of exports for a given type of agro-industrial complex products to a given importing country (money units); the volume of exported products in physical terms. In addition to the above factors, reflecting the quantitative indicators of the export potential, it is necessary to monitor qualitative factors, such as: productivity growth, increase in capital productivity, increase in the profitability of agricultural production.

4. ANALYSIS AND RESULTS

The introduction of the cluster system in Uzbekistan showed its relevance and economic efficiency during its existence. It is known that in 2020, more than 90 percent of the total cotton harvest in our country was harvested in clusters. Studies confirm that, due to the introduction of cluster initiatives, cotton yield in our republic increased by 6.2 centners in 2020 compared to 2017. Most importantly, the volume of products produced in the textile industry has increased significantly - threefold - and the share of the textile industry in the country's gross product has exceeded 5% and reached a record 12.4% at the beginning of 2021. It can be noted that positive structural changes have occurred in the production of textile products and clothing due to the transition to the production and sale of finished products.

Thus, the introduction of cluster initiatives, which envisage the formation of a common production chain with high added value, made it possible to transform the industry from a raw material industry to an end-consumer and export-oriented industry.

As can be seen from the data presented in Table 1, the export of textile products in 2021 increased by almost 9 times compared to 2005, and by more than 2 times during the period of cluster structures.

Table 1: 2005-2021 export of cotton fiber, yarn, yarn and textile products (million soums)

	2005 y.	2010 y.	2015 y.	2018 y.	2019 y.	2020 y.	2021 y.
Cotton fiber	1 033,3	1 572,7	736,1	222,1	281,6	300,1	230,1
Yarn	120,7	386,8	545,9	726,7	926,1	950,1	980,8
Ready-made textile products and clothing	20,8	116,5	184,0	585,7	354,5	578,1	700,8
Knitted products	4,5	31,2	46,1	65,5	84,8	97,9	100,8
Threading	28,3	42,0	33,8	65,6	69,2	77,8	88,9
Other finished textile products	6,9	12,9	15,4	42,9	51,9	65,8	77,2
Carpets	0,1	7,3	13,6	31,0	32,0	36,7	33,2
Cotton wool, felt and non-woven materials	9,4	17,0	16,4	26,8	108,1	100,1	98,3
Total cotton processing products	190,7	613,7	855,2	1 544,2	1 626,6	1 887,3	1 998,5

In addition, the export geography of the textile industry of Uzbekistan has significantly expanded (Table 2.3). Textile and sewing products of Uzbekistan are delivered to many countries of the world, the export geography is expanding year by year. For example, if in 2016 products were delivered to 60 countries, in 2020 they were delivered to 71 countries. However, it should be noted that currently 89% of textile and clothing exports are accounted for by only six countries. In particular, by the end of 2020, the share of Russia is 35.6 percent, China 21.6 percent, Kyrgyzstan 15.2 percent, Turkey 11.4 percent, Poland and Kazakhstan 2.3 percent (Table 2).

Table 2: Export of textile and sewing-knitting products in 2019-2020

2019.		№	Designated country	№	2020 .		
thousand US dollars.	share, %				thousand US dollars.	share, %	growth, %
1 541 140,5	100		Total:		1 868 415,4	100	121,2
596 371,4	38,7	1.	Russia	1.	665 488,5	35,6	111,6
389 922,8	25,3	2.	China	2.	403 441,4	21,6	103,5
192 642	12,5	3.	Turkey	4.	212 212,8	11,4	110,2
89 837,3	5,8	4.	Kyrgyzstan	3.	284 451,8	15,2	316,6
41 657,8	2,7	5.	Iran	7.	20 604,2	1,1	49,5
29 229,1	1,9	6.	Ukraine	6.	34 251,2	1,8	117,2
24 505	1,6	7.	Poland	5.	43 437	2,3	177,3

In this regard, 90 percent of the export of ready-made sewing and knitting products produced in Uzbekistan goes to the CIS countries. This indicates the low level of diversification of export geography.

The research conducted by the scientists of our country confirms that, as a result of the cluster system, one kilogram of cotton fiber, which was previously exported for an average of 1.5 US dollars, becomes a ready-made knitwear and textile product with high added value and costs 10-20 times more. It increases revenues and fills the state budget.

The author suggests the development of missing or underdeveloped links of the chain that increase the efficiency of cluster structures - they require the development and updating of information on the activity of the links of "Cluster economic efficiency analysis". Marketing and branding, which includes feedback on the product, its features, customer needs and preferences, new product development and product promotion. In order to analyze the economic efficiency of the cluster, we propose to determine the value-added quality of the textile enterprise based on the use of the following group of indicators: value-added dynamics, value-added composition and the efficiency of the use of enterprise resources (Table 3).

Table 3: A system of indicators for the evaluation of the created added value chain

Indicators	Calculation formula
Indicators of the structure of added value	
1. Share of profit in the total amount of added value, %	$K_1 = \text{Я}\Phi / \text{К}\text{К}$
2. Share of depreciation deductions in the total amount of added value, %	$K_2 = A_{\text{am}} / \text{К}\text{К}$
3. Share of wages with deductions in the total amount of added value, %	$K_3 = \text{M}\text{X}\text{T} / \text{К}\text{К}$
Indicators of the efficiency of the use of enterprise resources	
1. Value added to 1 monetary unit of income, monetary unit	$K_4 = \text{К}\text{К} / \text{Д}$
2. Value added to 1 monetary unit of material resources, monetary unit	$K_5 = \text{К}\text{К} / \text{M}$
3. Value added to 1 monetary unit of fixed assets, monetary unit	$K_6 = \text{К}\text{К} / \text{A}\text{B}$
4. Costs of technological innovation are value added per 1 monetary unit, monetary unit	$K_7 = \text{К}\text{К} / \text{X}_{\text{тн}}$
5. Equity is the value added to 1 monetary unit, monetary unit	$K_8 = \text{К}\text{К} / \check{\text{Y}}\text{K}$
$\text{Я}\Phi$ – gross profit; $\text{К}\text{К}$ – added value; A_{am} – the amount of depreciation allowances; AB – basic tools; I – fixed capital investment; MXT – payroll expenses and payroll deductions; Д – income; M – material costs; $\check{\text{Y}}\text{K}$ – equity capital; $\text{X}_{\text{тн}}$ – costs of technological innovation	All indicators are measured in terms of value

The calculation of the above indicators allows to compare the structural elements of added value, as well as the general dynamics, which are recommended to be calculated using the following formula:

$$\text{К}\text{К} = \sqrt[3]{K_1 \cdot K_2 \cdot K_3} + \sqrt[5]{K_4 \cdot K_5 \cdot K_6 \cdot K_7 \cdot K_8} \quad (2.2)$$

Monitoring the value chain is a difficult task due to the lack of detailed statistics on the production of kalava from natural materials, production and finishing of textile materials (woven, non-woven, knitted), design, marketing and sales of finished products. But since the production process in Uzbekistan covers all stages from raw material production to finished cotton products, it is possible to comment on the complete value added chain in the textile industry of the republic..

Thus, the introduction of clustering in the textile industry of Uzbekistan made it possible to achieve high results, in particular, the quality of production improved, the export potential of the industry increased, and the competitiveness of textile products increased significantly. The export potential of the textile industry of Uzbekistan is now on the rise. The country has great potential for further development. The most important thing is that the global market situation almost corresponds to the comparative advantages of Uzbekistan, and now it is necessary to turn them into competitive advantages for the textile industry.

5. CONCLUSIONS

The theoretical analysis carried out allows us to conclude that the cluster form of organization corresponds to the principles of a new management paradigm, which implies the achievement of sustainable innovative development of territories, ensuring the food security of the region, improving the level and quality of life of the population, preserving the biological diversity of ecosystems and conducting environmentally friendly production..

Evaluation of the effectiveness of the implementation of clusters and their export potential in modern conditions is of great importance. It allows you to correctly assess the financial and economic situation of individual administrative-territorial entities and, on this basis, build a sound state policy, allows investors to realistically assess the risk of investing in the territory. Methodologically, the analysis of the effectiveness of the functioning of the cluster is reduced to the analysis of the following groups of indicators: indicators of localization of production, labor productivity, capital

productivity, capital productivity, product profitability, employment level, etc. Improving the efficiency of cluster management and the growth of their export potential are designed to have a positive impact on the socio-economic development of regions and the country as a whole, to improve the living standards of the population of the territory.

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