

Development of The Food Products Market of Uzbekistan

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Abstract. The article discusses the theoretical and methodological foundations of food security, systematizes the tasks of a state with a socially oriented economy to maintain a given level of food security; directions for solving the food problem are proposed.

Keywords: Country's population, food products, business, price economic relations, arise in the process of production, sale of food products.

1. INTRODUCTION

The food market and its development is an important component that determines the level of well-being of the population. It is directly related to ensuring the balance of supply and demand in the consumer market, the mechanism of supporting and stimulating the production of food and non-food products, the provision of paid services and the implementation of a rational nutrition strategy, etc.

During the years of independence, deep reforms and large-scale structural changes were implemented in Uzbekistan to effectively satisfy the population's demand for food products. As a result, the market of food products and especially the processing industries in the republic have developed widely. This network satisfies the demand of the country's population for food products, and for raw materials of the processing industries.

As a result of the reforms carried out in order to form an effective system of management of the republic's food industry, increase the volume of processing of fruits and vegetables and other agricultural products, increase the production of high-quality local food products that are competitive in domestic and foreign markets, the competitiveness of this market at the international level has increased. is going

The declining trends in the production of food products in the Republic of Uzbekistan are a lever for regulating and stimulating food production in the agro-industrial complex, ensuring access to and consumption of food products by the population and increasing their capabilities in this regard, as well as improving the system of organizing food safety management. and requires a systematic policy that includes measures.

2. LITERATURE REVIEW

The increase in the world's population leads to an increase in the problem of food security, and this is due to the fact that the increase in the population is challenging the previous technological order, which cannot cope with the increase in the amount of food production required. In other words, the population growth is gradually forcing the society to change the technological structure of agriculture, and therefore it is necessary to increase investments in agriculture.

Any changes in the population will also lead to changes in government policies on managing the food market. Determining the economic aspects of the population problem was among the first to be studied in the studies of the economist T. Malthus.[1] He theorized that the increase in the world's population could lead to starvation. T. Malthus' law of distribution was primarily based on his research that population doubled every quarter of a century (in geometric progression) and subsistence only in arithmetic progression, i.e. population grew faster than food. T. Malthus believes that this is largely due to the action of the "law of diminishing soil fertility". Promotes the theory of balancing growth needs to maintain balance. However, when it comes to innovations in human nutrition and livelihoods, Malthusian theories are reflected in the modern market approach. Unprecedented innovations in the production of bio-chemical feedstocks are underpinning the market for food commodities that can be produced in excess of human consumption.[2]

Table 1: Interpretation of the concept of food market

Authors	Definitions	Achievements	Disadvantages
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Alieva L.A.	Intermediary relations between agriculture, processing industry and food consumers [3]	Understanding the market as an intermediary	No product features
Burdukov P.T.	A set of transactions carried out in the country on the sale of agricultural food raw materials and ready-made food products, export-import operations and related socio-economic relations[4]	Comprehensive approach	The availability of market infrastructure is not taken into account
Goncharov v.d.	Buyer of business entities and when choosing vendors, price economic relations that arise in the process of production and sale of food products, which are carried out freely in determining, forming resources[5]	A complete reflection of market elements	Common approaches
Ketova N.P.	The system of economic relations that appears in the process of production, circulation and distribution of food products is characterized by the free actions of economic entities in choosing buyers and sellers, setting prices, forming resources, and using information. [6]	A complete reflection of market elements	Contains the information component of the market
Kostrov Yu.B.	An integrated dynamic system of rational formation and distribution of food resources of primary and secondary processing, ensuring automatic coordination of the interests of producers and consumers in determining the volume and structure of production, as well as a set of relations to achieve and maintain the necessary products and prices [7]	Understanding the market as a dynamic system	The food market has no specific characteristics, the definition is suitable for any market
Nuraliev SU.	System of economic relations in the field of production, transportation, storage and sale of food products [8]	Systematic approach	
Pyankova K.V., Yasyreva E.A.	Production, distribution and distribution of agricultural products, raw materials and food products, including the agro-industrial complex and the trade sector, a system of economic relations that forms supply, demand and prices [9]	An integrated definition covering all areas of the market	It follows from the definition that the situation is formed by market entities and trade
Fetyukhina O.N.	A system of socio-economic support of community life, the main components of which are the biological needs for food, as well as the solvency of the population and the supply formed at the expense of domestic production and imports, which arise in the form of competitive advantages [10]	Consider categories such as "community" and "competitive advantage".	Limitation of demand factors by biological needs and ability to pay
Shaykin V.V.	The system of economic relations between market subjects of agricultural and food products, production factors, services [11]	Systematic approach	Only focus is on the product cycle
Ivolga I.G. (predlagaemaya author's tractovka)	The market in the processes of production, storage and circulation of agricultural raw materials and food products formed under the influence of the state agrarian policy and international integration processes, providing the population with sufficient food products at the expense of domestic production and imports system of relations between subjects.	Taking into account the interaction of government policies in the market and the changing paradigm of international trade, as well as providing the population with food products in the volumes	

		set by international standards	
Ya. Aliev	purchase and sale of agricultural products for processing or direct final consumption, as well as for profit a set of economic relations arising from the surface [12]	General approach	An approach unique to the agrarian market

In our opinion, the market of food products is a self-regulating system in a state of continuous development. Many approaches that we have studied, in particular, in the definitions given above Burdukov P.T., Nuraliev S.U., Pyankova K.V., Yasyrev E.A. the food market is recognized as a regulated market among scientists such as However, a number of researchers pay more attention to certain functions of the market - for example, Aliev L.A. as mediation relations, Fetyukhina O.N. and focuses on social principles.

In general, almost all researchers understand the food market as a type of economic activity related to the production and sale of food products. The concept of "food market" is defined as a continuous process that includes not only the terms of sale, but also certain economic content and economic relations. The structural elements of these relations are formed on the basis of direct and reverse market relations, which are always influenced by regional characteristics, solvency demand, as well as methods of regulating market relations and management decision-making processes.

3. METHODOLOGY

The problem of production of food industry products in the modern economy is related to the changes taking place in the world economy, and it is important to take into account the objective changes in the geopolitical and geoeconomic situations in the world, the interests of individual countries, national and transnational companies, and enterprises actively participating in international industrial cooperation in foreign economic relations. In this case, it is necessary to take into account the scientific and technical capabilities of the food industry, to pay special attention to the production of goods that will have a place in the world market. In the article, based on the statistical analysis of food production in Uzbekistan, problems are identified and proposals are developed to eliminate the identified problems.

4. ANALYSIS AND RESULTS

The volume of production of consumer goods in the Republic of Uzbekistan increased almost 10 times in 2010-2019, and the average annual growth was 9.74 percent (Table 2.1). The share of food production in the production of consumer goods was 38.3 percent in 2010 and increased to 45.5 percent in the period until 2016. Since 2017, the share of food products in the total consumer goods in the production of consumer goods has been decreasing, and in 2019 it corresponded to 29.7 percent. The average growth of food production in 2010-2019 was 8.4 percent. In these cases, it is known that the share of food products in the volume of consumer goods decreased sharply.

Table 2.1: Development of food production

Indicators	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total industrial products, billion soums	38119	47587.1	57552.5	70634.8	84011.6	97598.2	111869.4	148816	235340.7	297815.5
Growth of total industrial products, %	108.3	106.3	107.7	108.8	108.3	108	106	107	114.4	107

Production of food products, billion soums	5521.5	7305.8	8610.6	11373.7	14387.2	18511.6	22400.5	23217.7	25256	30632.7
Growth of food production compared to the previous year, %	113.1	113.1	106.5	109.1	107.6	114.4	110.8	95	96.3	108
food products in total industrial products, %	14.5	15.4	15.0	16.1	17.1	19.0	20.0	15.6	10.7	10.3

Source: Prepared based on the information of the State Statistics Committee of the Republic of Uzbekistan.

The volume of food production per capita in Uzbekistan increased from 183,300 soums in 2010 to 886,500 soums in 2019. As a result of the diversification of the food industry, it is necessary to put an end to the uneven development of this sector, to effectively allocate capital to other sectors due to the decrease in the rate of profit in traditional production areas, to ensure the economic and financial stability of enterprises by implementing the results of scientific and technical progress, to increase the rate of profit, to increase the competitiveness of industrial products is a means of bringing to the level of world requirements. To achieve this, it is necessary to use administrative and economic methods of diversification processes in a reasonable proportion.

Diversification of production in food enterprises, as well as increasing the assortment of manufactured products or provided services, is defined as the main strategic direction.

In the supply of food products to consumers in Uzbekistan, trade and the exchange system organized on the basis of it in consumer markets bear a great responsibility. Therefore, it is the need of the hour to approach this issue from the point of view of marketing. Marketing activity in the consumer market belongs to the distribution function of the economy, and is distinguished from other social institutions by the tasks of providing services to sellers and consumers, meeting the needs and demands of the population for food products. Some of its features can be mentioned. For example, human behavior is rational and directed towards specific goals; in the trading process, the parties seek the highest level of financial benefit that is optimal for them; they are fully informed about the available exchange options ; the exchange process depends not on external influences, but most importantly on the level of conjuncture in space and time, etc.

More than 50 percent of the wholesale trade turnover in the republic corresponds to the contribution of the city of Tashkent, Samarkand and Fergana regions. The volume of wholesale trade turnover of the city of Tashkent in 2018 is 3818.4 billion soums, which is about 34.8% of the wholesale trade turnover in the republic, while the share of Samarkand region is 10.3%, and the share of Fergana region is 10.4%. . It can be seen from the table that there are no high differences in terms of khuds in 2014-2018. From this situation, it is known that the effectiveness of activities aimed at establishing wholesale sawo enterprises in the regions is low, and the competitive environment has not been formed.

Measures are being taken for sustainable development of local food and raw material production, delivery of safe food products to the market and an assortment set in accordance with consumption standards.

More than 3,000 different names of food products are produced by food industry enterprises, and the range of food products is enriched with 80 new names every year.[13]

In 2018, compared to 1995, production of bread and bakery products increased by 2.9 times, pasta products by 5.6 times, meat and meat products by 5.9 times, and production of milk and milk products by 2.9 times. In 2018, compared to 2000, the volume of sugar production increased by 62.1 times, sausage products by 10 times, soft drinks by 8.8 times, confectionery products by 1.9 times. Production volumes of vegetable oil and table salt decreased during the analysis period. This situation is explained by the increase in the import of this type of products. However, according to the results of the analysis, in comparison with 2015, in 2018, the production of some types of food products has sharply decreased. In particular, in 2018, compared to 2015, there were decreasing trends in the production of milk and milk products, canned food, vegetable oil, grape wine, confectionery, pasta products (Table 1).

In the republic's food industry, on the basis of the rapid development of the raw material base, to increase the volume of production and export of high-quality competitive food products with high added value, and to expand the types,

to attract foreign investors for further processing of agricultural raw materials . construction and modernization of existing ones, creation of modern trade-logistics centers and freezing facilities for storage and processing of fruit and vegetable products is the main strategic direction.

Table 1: Dynamics of production of consumer goods in the food industry of Uzbekistan

Indicators	1995	2000	2005	2010	2015	2018
Bread and bakery products, thousand tons.	598.3	843.4	651.4	912.9	1269.9	1473.9
Flour, thousand tons.	1781.8	1726.7	1576.2	1579.8	2062.3	2733.5
èrma, a thousand tons.	201.2	77.8	36.8	20.5	36.9	64.0
One thousand tons of pasta products.	23.4	83.3	50.1	57.4	125.7	110.2
Meat and meat products, thousand tons.	65.7	127.1	152.7	178.5	283.3	244.3
Sausage products, tons,	I did not	2942	3 667.0	23863.2	36431.1	29201.8
Milk and milk products , thousand tons.	197	182.40	250.6	307.2	464.5	558.2
Plant or manure, thousand tons.	340.50	245.9	216.7	244.2	223.1	209.8
Livestock , thousand tons.	10.4	2.2	1.7	5.2	11.5	12.0
Confectionery, thousand tons.	I did not	57.5	32	36.3	93.7	95.2
Margarine products, thousand tons.	24.8	22.4	21.3	16.2	27.1	38.6
Sugar, thousand tons.	I did not	10.2	146.4	286.1	500.4	68.8
Natural tea, thousand tons.	11.6	1	8.4	21.1	26.2	18.2
Table salt, thousand tons.	103.6	28.4	52.1	58.7	74	59.4
Vodka, liqueur-vodka products, million dollars.	4.6	7.2	6.8	11.7	15.1	15.9
Soft drinks, mln. dollar	I did not	17.5	7.5	43	61.1	84.9

The share of food products in foreign trade was 10.9 percent in 2010, and reached the highest share during the observed years in 2015 (Table 2.5). Since 2015, the share of foreign trade of food products in the total foreign volume of goods has been decreasing, and this trend has been maintained until 2019.

The reduction of the share of food products in the foreign trade of goods depends on imports, and since 2015, the share of food imports in the total import of goods has been significantly reduced, that is, from 13.8 percent in 2015 to 8.4 percent in 2019.

According to the results of 2019, the share of imports in the foreign trade of food products of Uzbekistan increased from 43.3% in 2010 to almost 54.2% in 2019, while the share of imports decreased from 56.7% to 45.8%.

From the analysis of the dynamics of foreign trade of food products, it is known that the place of export is being replaced by imported food products. The state policy aimed at preventing these situations is mainly solved through protectionist policy.

Table 2

Development dynamics of the foreign trade of food products of the Republic of Uzbekistan, in million dollars [14]

K ' indicators	2010 _	2011 _	2012 _	2013 _	2014 _	2015 _	2016 _	2017 _	2018 _	2019 _
Foreign trade	20373.3	24031.9	23323.3	24377.2	23379.6	20908.8	20302.4	22114.4	28233.0	32948.0
Foreign trade of food products	2223.7	3291.2	2272.2	2815.3	3185.5	2901.7	2134.2	2149.8	2679.4	3084.1
Share, %	10.9	13.7	9.7	11.5	13.6	13.9	10.5	9.7	9.5	9.4
Exporting goods (FOB)	11687.9	13248.8	11243.2	11379.9	10515.5	9446.3	8974.0	10079.2	10920.7	13135.1
Food products	1260.5	1990.4	878.2	1479.7	1675.6	1316.4	694.5	875.9	1097.8	1412.2
Share, %	10.8	15.0	7.8	13.0	15.9	13.9	7.7	8.7	10.1	10.8
Importing goods (at CIF prices)	8685.4	10783.1	12080.1	12997.3	12864.1	11462.5	11328.4	12035.2	17312.3	19812.9
Food products	963.2	1300.8	1394.0	1335.6	1509.9	1585.3	1439.7	1273.9	1581.6	1671.9
Share, %	11.1	12.1	11.5	10.3	11.7	13.8	12.7	10.6	9.1	8.4
Foreign trade balance of food products	10724.7	11948.0	9849.2	10044.3	9005.6	7861.0	7534.3	8805.3	9339.1	11463.2
Share of exports in foreign trade, %	56.7	60.5	38.6	52.6	52.6	45.4	32.5	40.7	41.0	45.8
The share of imports in foreign trade, %	43.3	39.5	61.4	47.4	47.4	54.6	67.5	59.3	59.0	54.2

2 , Uzbekistan produces more than 16 million tons of fruits and vegetables, milk and leguminous products, about 1.5 million tons of meat, and about 10 million tons of milk per year, but the level of their industrial processing is on average 15-20 percent. The agrolistics system is not well developed, the storage and sorting services of agricultural products are not at the required level, which leads to the waste of about 30% of the harvest. There are also problems in laboratory testing of manufactured and cultivated products in accordance with international standards.

4% of vegetable products grown in the Republic of Uzbekistan, 10% of fruits are exported. Based on the requirements of the world market, the production of exportable products has become the priority policy of the state in terms of increasing the production and export of food products.

As of 2019, a total of 31 agro-logistics centers are operating in the Republic for the storage, transportation and export of food products. There are 1,500 cold storage warehouses with a total capacity of 760,000 tons for storing agricultural products. They cover 5% of all grown fruits and vegetables.

5. SUMMARY

The volume of production of consumer goods in the Republic of Uzbekistan increased almost 10 times in 2010-2019, and the average annual growth was 9.74 percent. The share of food production in the production of consumer goods was 38.3 percent in 2010, and increased to 45.5 percent in the period until 2016, and since 2017, the tendency of the share of food products in the total consumer goods in the production of consumer goods has been decreasing. In 2019, it was 29.7 percent. The average growth of food production in 2010-2019 was 8.4 percent. As a result of the diversification of the food industry, it is a means of ending the uneven development of this industry, bringing the competitiveness of industrial products to the level of world requirements in traditional production areas. To achieve this, it is necessary to use administrative and economic methods of diversification processes in a reasonable proportion.

Diversification of production in food enterprises, as well as increasing the assortment of manufactured products or provided services, is defined as the main strategic direction.

The change in information flows in the food market and the speed of its change are also increasing. This is happening for a number of reasons, namely, the speed of creation and modification of new goods, packaging, the onset of crises, volatility in the food market, the use of new technologies, etc. Accordingly, it is necessary to change the sales processes of food production enterprises and their management accordingly. This important task can be solved with the help of flexible sales flows. Analyzing the experience of local and foreign companies producing food products operating in our country, we consider it appropriate to include the following elements in the sales process management system.

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