



IMPROVING THE PROCESS OF EXPORT OF AGRICULTURAL PRODUCTS

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ANNOTATION

The article describes the directions of improving the process of export of agricultural products, the main features of the changes in exports in recent years in our country and the main results achieved in this area. Existing problems in export activities and ways to solve them are presented.

Keywords: Export, export potential, export geography, support for local exporters, problems in the field of export

INTRODUCTION

In the world economy, export activity is one of the main sectors that ensure the spread of consumer goods. In order to strengthen the position of export-oriented enterprises in foreign markets and strengthen their export potential, large-scale reforms are being carried out to increase the volume of their exports, expand the range and geography of exported products, attract new enterprises to export activities. In this regard, President Sh.M. Mirziyoyev: "The most important guarantee of sustainable economic growth is the production of competitive products, finding new international markets for them and increasing exports, making full use of transit potential. This year, an export support fund and an export-credit agency will be set up to guarantee exporters and cover part of the costs, as well as to pre-finance exports.

MAIN PART

Given the nature, climatic conditions, available labor resources and geographical location of Uzbekistan, the huge potential of the country's economy in the production of high quality fruits and vegetables is almost beyond doubt. However, the existing potential and its implementation in life is not an easy process.

In recent years, the agricultural sector in our country is being actively reformed. In order to improve the management system in this sector, the introduction of effective mechanisms of state support, the establishment of cooperation, the introduction of modern resource-saving technologies, a number of decrees and resolutions were adopted to increase exports of agricultural products. However, at a time when sales of fruits and vegetables on the world market amounted to 205 billion US dollars, the share of Uzbekistan in this market is less than one percent. The share of agricultural products in the country's total exports is only 7%. Based on the above, in order to further expand the export potential, timely and quality implementation of projects included in investment programs, the Decree of the President of the Republic of Uzbekistan dated August 18, 2020 PF-6042 "On additional measures to further develop export and investment potential in the country" was made.

For example, if we analyze the export of grapes, as of August 1, 2020, 21.5 thousand tons of grapes worth \$ 18.9 million were exported from our country. This figure is 9.1 thousand tons more than in the same

period of 2019. Kazakhstan leads in the export of grapes with 12.5 thousand tons. 6.2 thousand tons of grapes were exported to the Russian Federation and 2.3 thousand tons to the Kyrgyz Republic. Despite the pandemic conditions, Uzbek grapes were exported to 13 countries. Especially this year, for the first time in the markets of Germany, Lithuania and Turkmenistan, grapes grown in the regions of the country are sold. The largest share of exported grapes is in Fergana (6.2 thousand tons), Tashkent (4.3 thousand tons), Namangan (3.1 thousand tons), Khorezm (2.1 thousand tons) and Kashkadarya (1.7 thousand tons).

In order to further improve the export of products in our country, on June 21, 2020, the President of the Republic of Uzbekistan adopted a resolution "On measures to further support local exporting organizations and improve foreign economic activity." The decision was taken to liberalize foreign economic activity, encourage increased exports, increase the competitiveness and financial stability of local exporting organizations, improve the business environment by eliminating redundant and outdated permitting procedures. According to him, from July 1, 2020, all business entities have the right to export fresh fruits and vegetables, grapes and melons on the basis of direct contracts, subject to 100% prepayment.

As a result, along with the expansion of fruit and vegetable exports, farmers will be encouraged to increase production of products in high demand in foreign markets, increase the productivity of agricultural products through the efficient use of land resources, including replanting. This, in turn, will increase the competitiveness of fruit and vegetable products in foreign markets in terms of price and quality. Most importantly, as the real owners of their products, farmers will be able to use them at their own discretion, export independently, increase their income, increase their family's welfare, and additional foreign exchange earnings will lead to new projects to expand agricultural production and deep processing. creates an opportunity to invest.

In order to export agricultural products, including local fruits and vegetables, it is necessary to carry out systematic work to ensure compliance of products with the norms and standards adopted abroad. Equal conditions have been created not only for agricultural producers, but also for foreign trade organizations that assist local producers in exporting products abroad. In addition, the benefits and conveniences provided for in the current legislation for producers-exporters will now apply to all business entities engaged in the export of products of local producers. It is in line with international practice that specialized companies with relevant experience and necessary funds for export, constantly monitoring the situation on the world market and have reliable partners in foreign markets are engaged in the export of products.

This will allow to make maximum use of modern marketing methods in the export of agricultural products, as well as opportunities and advantages of foreign trade companies, which in turn will significantly increase the export potential of the country, expand the geography of exports and product range. In the face of unfavorable conditions in foreign markets, the tax burden will be reduced for enterprises that are forced to export their products at prices below cost. Based on the findings of a special expert commission, revenues from goods (works, services) exported at below-cost prices are taxed based on their current selling prices, which allows agricultural producers to take measures to further reduce the cost of tax-exempt products.

Implementation of the above proposals is aimed at strengthening the export potential of the country, expanding and diversifying the export geography, using modern marketing methods in exporting domestic agricultural products to foreign markets, increasing the number of agricultural enterprises engaged in export and increasing their financial stability.

CONCLUSION

At the same time, there are a number of problems related to the export of agricultural products in Uzbekistan, the directions of which are as follows:

- The prices for agricultural products grown in our country on the world market are several times cheaper than others. Without compromising the quality of our cheap products, the issue of delivery or sale to the world's most expensive and high-priced markets should be systematically studied and the prices of exported products should be determined by studying the world market conjuncture;

- With the development of modern information technologies, there are almost no online markets in Uzbekistan for the export of agricultural products. Establishing online markets for wholesale products will facilitate the process of export activities;

- We also have problems with the cost of transportation. Today, the minimum cost of a vehicle is \$ 1.5 per km. Our vehicles do not take into account the cost of getting to and from the destination, as well as the cost of returning from there. The cost of transportation services should be coordinated based on the demand of world markets;

- There are problems with the issuance of sanitary and certification of agricultural products in our country. Among the world's exporters of fruits and vegetables, there is an international quality certificate called "International food service". Exporters with this certificate will be able to sell their products anywhere. It is necessary to expand the process of obtaining such a certificate in our country and facilitate the process of obtaining it;

- Another problem in the field of agricultural exports is the presence of excessive amounts of chemical pesticides in agricultural products in recent years. As a result, there are cases when agricultural products are not imported to other countries;

- It is necessary to develop entrepreneurial activity engaged in the export of agricultural products. One of the reasons for the development of this type of entrepreneurship is the fact that agricultural producers do not have time to do this work, and the second reason is that this work requires additional knowledge and experience, as well as additional costs. The task of entrepreneurs engaged in this type of activity is to study the world market, to calculate in which city in which country the product is in demand and the fastest sales, as well as the cost of delivery there. Based on their calculations, it will be possible to export products to several countries and cities around the world.

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