

Issues For Apricot Products` Export: In Case Uzbekistan

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Abstract- This article discusses the issues of the country's potential in the production of fruits and vegetables, in particular, its place in the world in terms of production, exports and the level of apricot yields.

Keywords: Horticulture, production, processing, productivity, region, export

I. INTRODUCTION

Today, more than 21 million tons of fruits and vegetables are grown in Uzbekistan, but only 1.5 million of them are produced. tons are being exported [1]. According to experts on the export of fruit and vegetable products, locally grown products can be tasty and rich in vitamins, but due to the lack of marketing in the system and the lack of study of the fruit and vegetable conjuncture in the world market, the production of products that meet the requirements of foreign partners is slow. Due to the lack of systematic cooperation between farmers, processors and exporters in the regions, the producer of the product cannot plant the crops as he knows how and sell the grown products. The exporter is looking for fruits and vegetables. This, of course, has a negative impact on long-term cooperation with foreign buyers. In a video selector by our head of state: "The main goal of establishing clusters is to increase the volume of exports. For this, it is necessary to find new markets. If there is no market, there will be no export, and the cluster system will not work. Therefore, it is necessary to regularly study the demand abroad, to use the opportunities effectively, and to ensure consistency in exports." It is clear from this that it is necessary to pay special attention to the issues of growing fruit and vegetable products based on the requirements of the world standard, establishing a system of selling the grown products ensuring the quality of the products, storing and processing the products, as well as the most important issue of export. Because 2020 is worth 2 billion dollars, and in the next 5-7 years, it is necessary to take measures to increase the production of fruit and vegetable products for export 3-4 times more. Another important aspect is that if the clusters create a continuous chain based on "product cultivation-preparation-storage, processing, transportation, delivery to the market" and the volume of fruits and vegetables increases, the price stability in the consumer market will be strengthened.[2]

II. ANALYSIS AND RESULTS

In January-December 2021, the number of exporting organizations in Uzbekistan was 6,547, and they sold 12,500.8 mln. The export of goods and services worth US dollars (except gold) (increased by 34.4% compared to the corresponding period of 2020) was ensured. [3]

Apricots ripened in different regions of our country have taken place on the market stalls of a number of foreign countries. We highlight the export of apricot products based on the data of the International Trade Center on the foreign trade turnover of the countries of the world by the end of 2020.

Table-1 Information on apricot products exported from Uzbekistan in 2017-2021 by country and size [4] (thousands of US dollars)

№	State name	2019		2020		2021	
		Quantity (tn.)	Value	Quantity (tn.)	Value	Quantity (tn.)	Value
	Total	58 011	67 300	74 534	49 086	9 607	8 246
1	Russia	14564	13 284	26 787	20 448	3655	3032
2	Kazakhstan	34 929	24 583	39 200	19 732	4220	1962
3	Kyrgyzstan	7 019	24 824	5 331	6 635	1487	3086
4	Ukraine	988	3 510	2 490	1 715	243	161
5	Republic of Belarus	296	204	347	294	0	0

6	Azerbaijan	166	856	201	112	0	0
7	UAE	6	10	33	53	2	5
8	Germany	0	0	39	35	0	0
9	Latvia	0	0	18	20	0	0
10	Georgia	35	22	61	20	0	0
11	Turkmenistan	3	3	20	18	0	0
12	Lizuana	0	0	7	5	0	0
13	India	1	1	0	0	0	0
14	Oman	0	0	1	1	0	0

It can be seen from this table that compared to 2017, the volume of apricots exported in 2018 increased by 87.1%, in 2019 by 154.4%, and in 2020 by 115.3%. Due to the cold weather for apricots in 2021, it can be seen that the export volume of the product has decreased significantly by 63.9%. Apricots grown in Uzbekistan are delivered to 14 markets of the world. Kazakhstan is the largest importer of local apricot products in terms of exported product value. During 2017-2021, a total of 118,700 tons of products were exported to Kazakhstan. The Russian Federation can also be seen as a country that consumes a large amount of Uzbek apricots (62.5 thousand tons over 5 years).

Among these countries, the Kyrgyz Republic has 1.8-6.6 million. The US dollar and Ukraine had a higher value compared to other countries with 1.7-3.5 million US dollars.

The value of the products exported to the Republic of Belarus and Azerbaijan did not reach the 1 million USD mark, while the products delivered to the markets of the UAE, Germany, Latvia, Georgia and Turkmenistan did not reach the 100,000 USD mark.

Also, starting from 2020, apricots grown in Uzbekistan will be delivered to Germany, Liswana and Oman for the first time.

Next, we will analyze the export prices of apricots delivered to foreign markets from Uzbekistan.

As of the end of 2020, the most expensive apricot products exported are the United Arab Emirates (\$1,606 per 1 ton of product), the Kyrgyz Republic (\$1,245) and Lithuania (\$1,111) and Oman (\$1,000). delivered to countries.

It can be seen that apricots were exported to Turkmenistan, Lithuania, Germany, the Russian Federation, the Republic of Belarus, and Ukraine in the geography of Uzbekistan's apricot product export for 689-900 US dollars. Apricots were exported to Georgia (328), Kazakhstan (503) and Azerbaijan at the lowest price. The average price of exported apricots was 787 US dollars per 1 ton of product.

We learned from the data presented in Figure 1.4 that Uzbekistan ranks second among the countries that export the largest amount of dried apricots.

Through the table below, we will consider the analysis of dried apricots exported from Uzbekistan by country.

Table – 2 Information on the export of dried apricot products from Uzbekistan by country and size (2017-2021) [5]

№	State name	2019		2020		2021	
		Quantity (tn.)	Value	Quantity (tn.)	Value	Quantity (tn.)	Value
	Total	8,909	11,232	11,804	16,798	4979	6574
1	Kyrgyzstan	986	1965	682	3 298	85	83
2	Russia	1526	1,943	2 146	2 872	875	1827
3	Kazakhstan	857	738	2 477	1 930	918	894
4	Ukraine	904	793	1 608	1 646	1134	901
5	Belarus	753	901	1 103	1 425	299	701
6	Turkey	137	207	823	1 342	39	48
7	Iraq	1438	1,965	516	1 146	300	316
8	Turkmenistan	607	709	854	853	306	292
9	China	1286	1,291	723	785	298	304
10	Israel	119	209	130	292	114	279
11	Azerbaijan	44	53	214	273	299	413
12	Germany	19	39	70	244	47	62
13	Iran	2	5	230	224	45	36

14	Poland	3	6	32	70	10	22
15	Mongolia	10	21	26	57	19	43

According to the International Trade Center, Uzbekistan

In 2020, it supplied dried apricots to 24 countries of the world (the complete table is in the appendix). From the data presented in Table 2.2, it can be seen that the exported products in the highest value are Kyrgyz Republic (US\$ 3.3 million), Russian Federation (US\$ 2.87 million), Kazakhstan (US\$ 1.93 million) and Ukraine (1.64 million US dollars) were delivered to the countries.

III. DISCUSSION OF RESULTS

The export geography of dried apricot products of Uzbekistan is to the countries of Belarus, Turkey, and Iraq 1-1.5 mln. It can be seen that the product is exported around USD. Dried apricots were exported to the rest of the countries in the table at prices ranging from 26,000 to 853,000 US dollars. Total value of dried apricots exported to foreign markets 16.8 mln. amounted to US dollars.

According to the above information, the dried apricot products exported from Uzbekistan were delivered at the most expensive prices to the Kyrgyz Republic (US\$ 4.83 per 1 kg of product) and Germany (US\$ 3.48). The price of exports to Iraq, Israel, Mongolia and Poland was about 2.2-2.3 US dollars, while the contract for the supply of dried apricots to Ukraine, China, Azerbaijan, the Republic of Belarus, the Russian Federation and Turkey at a price of more than 1 dollar done Export price to Kazakhstan, Turkmenistan and Iran is 1 kg. set at less than \$1 per product.

Table 3 Analysis of potential markets in the cross-section of countries in the delivery of apricots to foreign markets

№	Name of country with export potential	Additional exportable value (million USD)
1	Russian Federation	36,2
2	Kazakhstan	22,9
3	Kyrgyz Republic	10
4	Ukraine	2,8
5	Republic of Belarus	1,6
6	Poland	1,3
7	Pakistan	1,1
8	Latvia	0,94
9	Germany	0,85
10	Azerbaijan	0,62

As can be seen from the data in this table, the markets with the greatest potential for the export of apricots according to the foreign economic activity code 080910 of Uzbekistan are the Russian Federation (unsatisfied demand of 36.2 million US dollars), Kazakhstan (22.9 million US dollars) and the Kyrgyz Republic (10 million US dollars). 70.1 million to these countries. Additional apricots can be exported in the amount of US dollars. Uzbekistan has the closest export relations with the Kyrgyz Republic, while the Russian Federation is the market with the highest demand potential for apricots. In addition, 1.1 million with Ukraine, the Republic of Belarus, Poland and Pakistan. 2.8 million US dollars. up to USD 6.8 million in total. There is an opportunity to export additional products worth USD. In addition, Latvia, Germany and Azerbaijan received nearly 1 million. It is possible to export USD.

Table 4 Analysis of potential markets for the supply of dried apricots to foreign markets

№	Name of country with export potential	Additional exportable value (million USD)
1	Russian Federation	4,1
2	Kazakhstan	3,4
3	Kyrgyz Republic	1,1
4	Turkey	733,3
5	People's Republic of China	642,5
6	India	586,3
7	Latvia	318,3
8	Poland	272,3

9	Lithuania	224,5
10	USA	99,3

Source: Analyzed by author based on 2017-2021 data from International Trade Center (ICT)

As can be seen from the data in this table, the markets with the greatest potential for the export of dried apricots of Uzbekistan under the foreign economic activity code 081310 are the Russian Federation (unsatisfied demand of 4.1 million US dollars), Kazakhstan (3.4 million US dollars) and the Kyrgyz Republic (1.1 million US dollars). 8.6 million to these countries. Additional dried apricots worth USD can be exported. In addition, 0.5 million with the countries of Turkey, PRC, and India. More than 2 million US dollars. There is an opportunity to export additional products worth USD.

In addition, there is an unsatisfied demand for this product in Latvia, Poland, Lithuania and the USA, and 1 mln. Additional products can be delivered for close to USD.

Macroenvironmental analysis - STEP-analysis aimed at studying social, technological, economic and political factors in marketing research in increasing the competitiveness of apricot products is one of the important tools. When filling out the STEP-analysis form, there are usually no restrictions on the number of factors evaluated by experts. Each expert independently determines a set of macroenvironmental factors in terms of how strongly they affect the enterprise. Also, social, technological, economic and political groups are identified through a four-cell matrix.[7]

Table 5. STEP-analysis in the export of apricot products

<p>Social analysis</p> <ul style="list-style-type: none"> - meeting the demand for apricot products in the world market; - increase in the income of peasants and farmers; - organization of clusters on growing, storing, processing and exporting fruits and vegetables; - conducting research aimed at increasing the productivity of apricot products. 	<p>Technological analysis</p> <ul style="list-style-type: none"> - implementation of innovative technologies in the field; - establishing a drip irrigation system; - deficiencies in the supply chain; - establishment of calibration lines to ensure uniformity of product volume; - introduction of the product protection mechanism against cold.
<p>Economic analysis</p> <ul style="list-style-type: none"> - opportunities to increase export in markets where there is unsatisfied demand for increasing the volume of apricot exports; - lack of experience in marketing; - "landlocked" - i.e. dependence on access to the sea; - low product prices; - non-compliance with standard norms. 	<p>Political analysis</p> <ul style="list-style-type: none"> - Uzbekistan is not a member of the WTO; - existence of a monopoly in the transportation of products by railway and air transport; - guarantees of investment properties of foreign investors.

Meeting the demand for apricot products in the world market, increasing the income of farmers and farmers, establishing clusters on fruit and vegetable cultivation, storage, processing and export, and conducting research aimed at increasing the productivity of apricot products are of social priority. According to the results of the technological analysis, it is necessary to implement innovative technologies in the field, to establish a drip irrigation system, to eliminate shortcomings in the supply chain, to establish calibration lines to ensure the uniformity of product volume, and to introduce a mechanism to protect the product from frost. In the third stage of STEP analysis, special attention is paid to solving economic issues. In this case, in increasing the volume of export of apricots, it is necessary to take into account the increase of export in existing markets, inexperience in marketing, "landlocked" - i.e. dependence on the sea route, low prices of exported products, and elimination of non-compliance with standard norms. At the last stage of the analysis, political issues are taken into account. That is, the fact that Uzbekistan is not a member of the WTO; monopoly in transportation of products by rail and air transport; improving the guarantees of investment properties of foreign investors is a priority.

From the analysis of the macro environment, it can be concluded that today

In order to increase the volume of export of apricot products, it is very important to closely conduct marketing research in the field.

It is worth noting that in the years of independence, the trend of national economic development was ensured, stability was achieved, the income of the population constantly increased, and the level of inflation was regulated, so the real consumption levels of the main types of food products, compared to the rational standards of per capita consumption, also had a tendency to increase.

IV. CONCLUSIONS

Based on the results of our research, it can be concluded that measures to ensure food safety in the Republic of Uzbekistan should be implemented based on the following directions:

- to strengthen the legal framework for ensuring efficient and effective use of land and water resources in agriculture;
- ensuring a high share of food products in the composition of agricultural products;
- improvement of mechanisms of state support and stimulation of production of agricultural products;
- strengthening the material and technical base of production, storage, processing of agricultural products, introduction of innovative technologies in the field;
- improving the quality of seed production and breeding activities;
- improvement of the scientific and information supply of the agrarian sector;
- regularly improving the production organization and management mechanism, using advanced methods of economic management;
- ensuring balance of supply and demand for food products in domestic and foreign markets.

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