

The Role of Wholesale Trade in the Creation of Commodity Stocks in the Conditions of a Pandemic

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Abstract – The role of commodity reserves in meeting the most important commodity needs of the population in the conditions of today's pandemic, issues related to the creation of commodity reserves, the socio-economic importance of creating commodity reserves in wholesale trade enterprises are covered in this article.

Keywords – Wholesale Trade, Commodity Stocks, Commodity Stocks In Days, Storage, Commodity-Material Resources, Distribution, Wholesale Turnover, String-Like Vine Branches.

I. INTRODUCTION

The socio-economic reforms carried out in our country are aimed at the development of the country's regions in proportion, increasing the level and quality of life of the population. The role of trade, especially wholesale, in the implementation of these reforms is incomparable. Both in the market of means of production and in the consumer market, there are wholesale trade enterprises, the movement of commodity and material resources is ensured without interruption. The needs of the market are also met. The main thing is that wholesale trade enterprises are the main intermediate link, which creates a stock of commodity and material resources of the chain "supply-production-distribution-consumption". In the activities of wholesale trade enterprises, the main function is the creation of reserves, their storage, control and management by assortment and quantity. In order to ensure maximum continuous satisfaction of the population's need for the most important food products

in our country, great attention is paid to the creation of reserves in commercial enterprises, in particular in wholesale trade enterprises. Decree of the president of the Republic of Uzbekistan on measures to ensure more effective organization of the process of acquisition of rights over land parcels and other immovable property as part of the South Caucasus pipeline expansion project more ...

II. DISCUSSION AND ANALYSIS

The reserve of any commodity-material resources is created with the aim of eliminating the shortage. A shortage can occur in the following ways: a natural shortage, a technological shortage and a shortage of other different manifestations. A shortage of other different manifestations occurs in emergency situations, wars, epidemics. In the economy, the relationship between the consumer and the supplier is established on the basis of the mutual proportionality of supply and demand. The ratio of demand and supply between economic entities operating in the chain

"production-distribution-consumer" of economic Enterprises is not always proportional. Especially in today's pandemic conditions, the demand and supply ratio is at a high level of disproportionate. And to ensure proportionality, it is important that reserves are created, their composition and volume. The reserves of wholesale trade enterprises and organizations in the organization and management of commodity movement in the cycle of "production-distribution-turnover-consumer" of economic Enterprises serve as the main source of regular commodity supply of retail trade enterprises. The main economic indicators of wholesale trade organizations include the turnover of wholesale goods, commodity stocks, commodity stocks vs. circulation in days. The wholesale trade turnover is the basis of the formation of economic and financial indicators of wholesale enterprises. Because all economic and financial indicators are a product of the turnover of wholesale trade. The amount of commodity stocks at the end of the current or period is an indicator that characterizes the profitability of the indicator of the wholesale trade turnover. The decrease in the amount of commodity stocks at the end of the period without changing the turnover of wholesale trade indicates an increase in the profitability of the use of working capital and vice versa. The balance of commodity stocks, the indicator in days, represents how many days of commodity stocks have remained in the calculated value of the average daily consumption. The indicator for this is the instrumental indicators of rational management of wholesale trade activities. Commodity stocks should be formed in accordance with the development needs of the economy. If commodity stocks are higher than the necessary social level, they will be attracted by working capital more than necessary. This significantly damages the extended repeat production process. The lack of reserves leads to a shortage in production, trade and consumption. This can lead to great negative consequences in economic and social life. In addition, accidental violations of supply and demand compliance should also be equated to the account of changes in commodity reserves. In this case, not only will continuous trading be ensured, but also provide an opportunity to maintain the right balance between supply and demand at times of change. It should be noted that the delivery of tokens to consumers is carried out according to the orders. It is also required to establish commodity stocks and maintain them in the required quantities, taking into account the dynamics of the demand for tokens, while the delivery of tokens to the place of consumption can be influenced by random factors that can delay it. During the sale, the commodity reserves are reduced, and the reduced part of the Reserve must be

replenished with the necessary amount of goods. Otherwise, the stability of the formed assortment will be disrupted and unfavorable conditions will arise, as a result of which the wholesale enterprise will not receive its profits completely, customer service will deteriorate. Formation of the stock of commodity and material resources in wholesale trade, keeping the assortment and quantity at the level of norm, requires a large amount of financial resources, the expenditure of labor resources, as well as the use of a material technical base of sufficient capacity. Normalization of commodity stocks affects the objectives of marketing logistics both in terms of consumer satisfaction and in the quality of services rendered. In connection with the reserves of goods, the composition of services rendered in wholesale trade is formed. With the growth of commodity turnover, the volume of commodity stocks is also growing in our country. There are several reasons why it is necessary to create commodity stocks in wholesale trade enterprises and manage it optimally. The main reason is to ensure continuity of production and consumption processes. Because, wholesale trade enterprises provide manufacturing enterprises with raw materials, semi-finished products, spare parts. The interruption of the technological process due to the lack of sufficient reserves can lead to significant losses of manufacturing enterprises. The second reason is the seasonality of preparation of raw materials, which is mainly due to the activities of firms and companies engaged in the processing of agricultural products. The third reason is the implementation of the distribution of finished products in the consumer market. Wholesale trade enterprises provide for the delivery of finished products to retail trade enterprises. It is important that the Bunda has a stock available at wholesale trade enterprises. The fourth reason is that the seasonal nature of the change in the price of raw materials used by the producers of the product. That is, by creating a sufficient stock at a time when prices are cheap, using them in production at a time when prices are more expensive. The role of the "Uzbekozikovqatzakhira" Association in the organization of the stockpile and wholesale trade of food products in the Republic is incomparable. The Uzbekozikovqatzakhira Association specializes in the creation of a stockpile of the most important types of foods and fruits and vegetables. The main activity of the association is the purchase, storage, management of reserves, delivery of products and provision of services to wholesalers from internal and external sources. In 2019, 58 wholesale trade enterprises of the Uzbekozikovqatzakhira Association were operating. Although the share of the association in the turnover of wholesale trade goods in the Republic is 0.6%, it is the leader in the volume of refrigerated capacity and

storage of fruits and vegetables in it. More than 100 tons of agricultural products are stored in the enterprise per year. The contribution of the association to enrich our domestic markets with important agricultural products such as potatoes, carrots, onions in the conditions of a pandemic in the Republic is becoming greater. In the future, the creation of a commodity Reserve in the association and the scientific basis of increasing the effectiveness of wholesale trade is one of the pressing issues. The main problem with the creation and storage of reserves is that large amounts of working capital "freeze" in the form of raw materials and material resources. This process is called immobilization of funds in the economic literature. The higher the turnover rate, the more profitable the economy is. When turnover is said to increase in the speed of circulation, it is understood that raw materials and material resources are less in reserve and are not kept in reserve for a long time. To achieve this, it is necessary to determine the optimal level of reserves, and optimal management of them is required. The analysis of statistical data shows that over the next decades, especially in macroeconomics, the volume of material resource reserves and the volume of expenditure on their storage have a tendency to increase. Many wholesale trade enterprises do not accurately estimate the cost associated with the storage of reserves, and as a result, they spend a significant amount of money. In this regard, it should be noted that it is important to assess the costs associated with stocks. When assessing the costs associated with reserves in wholesale trade, it is necessary to pay attention to capital costs, costs associated with the provision of services to reserves, warehouse costs, costs associated with risks. The results of the analysis showed that there is a problem of assessing the cost of logistics service in wholesale trading enterprises in relation to the storage of reserves, ownership of them and the execution of orders. The economic essence of the norm of the reserve of products in wholesale trade enterprises can be explained as follows. The wholesale trade enterprise is required to formulate the assortment in the amount specified in the order, corresponding to the order of the consumer. The Bunda wholesale trade enterprise performs operations related to the sorting, packaging, preparation, loading, sending of goods and material resources and the formalization of documents. After the fulfillment of the Consumer order, the issue of replenishment of the Reserve is put. Here, there will be a problem with how many orders should be placed on the suppliers to replenish the stock, making optimal decisions about the time of issuance and execution of the order. In general, the logistics operations associated with incoming and outgoing orders for optimal management of the stock of commodity and material resources are carried out by the

wholesale trade enterprise. For the effective performance of these operations and functions by a wholesale trade enterprise, the task also arises to solve the problem of developing norms based on the scientific-economic, technical-technological and organizational-structural aspects of the volume of reserves, the amount of orders, the time of issuing and executing orders. The result of the activities of wholesale trade enterprises depends on to what extent the system of organization and management of the movement of commodity and material resources by them is designed and used. In world practice, on the basis of the design of such systems lies the logistical sideshow. According to the logistics concept, the flow (movement) of commodity-material resources is carried out in evasion of creating the optimal amount of reserves through the issuance and optimal management of orders on-line. Our proposals and recommendations for the creation of commodity stocks and increasing the effectiveness of wholesale trade in conditions of a pandemic include:

1. The introduction of 3PL and 4PL provider services of Information Technologies on the basis of the application of digital technologies in the system of effective management, storage and delivery of commodity stocks in wholesale trade.
2. Product delivery of wholesale trade improving the model of "on-line" forecasting the development of commodity movement in the chains of "wholesale trade-production" and "wholesale trade-retail", "meeting customer demand in a certain period of time, in the required volume and at the required level of quality".
3. The use of franchising, insourcing and outsourcing innovation marketing technologies in the implementation of interactive and digital marketing strategies to ensure the competitiveness and efficiency of wholesale trade services.
4. JIT (just in time) "timely", MRP (material requirements planning) planning of material resources and MRP II (manufacturing resource planning) development of the concept of planning and distribution of production resources coordination of wholesale trade activities on the basis of digital marketing technologies.

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