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## Organization of Production and Trade of Construction Materials of Namangan Region

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**Abstract:** This article describes uzbekistan's construction maxsuotlarini work, production and sales of data, the export - import to the conditions of the study has been. Building products and features revealed specific aspects of the market. Conclusions and proposals for the development of the construction industry have been made.

**Key words:** Building products, eksport, import, marketing, sales, production, demand and offer.

### Intoduction

A rapid boost of the process of the globalization of the world, the potential direct effects to the production and sale of construction materials, showing the concept of modern marketing is developing on the basis of their market. Currently, one of the ten included the world's most important social problems - housing is provided with this population. According to data of the population “at the expense of persons in germany provided with each housing index - 39 sq.m in russia 25.8 sq.m, 25 sq in poland.m, 17 in turkey sq.and the us m - 70 sq.m has the right”. [1] the construction of the network for sustainable development of building materials mainly depends on the adjustment of satisfaction in terms of quality and quantity requirements, currently based on the concept of the market of building materials are of critical importance in the development of marketing.

**The study of the problem level.** The relationship that arises in the production of building materials N.A.Ustyushenko, N. I.Bakunovich [2], K.N Popov [3] studied. I.The grouping of building materials by Aribayev [4] has researched the relationship of their production and storage. Building materials attract buyers to trading complexes, increase the achievement and decline factors of large trading companies P.Anderxin [5]had learned V.Directions for the organization of trade processes were studied by Danenburg [6].

**The results of the research methods.** The study used statistical analysis, cabinet and field research methods, econometric models, logical analysis, expert assessment, among other methods.

### Research

There is a wide range of scientific research aimed at adapting to the atmosphere of fierce competition in world markets, increasing the efficiency of the production, sales and service processes of modern building materials. Digitization of the building materials industry, creation of an electronic system of trade and services, introduction of artificial intelligence in the field, rapid development of building materials, trade and services, modernization of the activities of enterprises of the industry, state benefits for the introduction of scientific achievements, reduction

of the tax burden, reimbursement of part of the costs of export and import work, the development of innovative approaches to meeting the demand for specialist personnel is one of the priorities of scientific research in this regard.

In Uzbekistan, systematic work is being carried out to ensure stable growth rates for the production and export of competitive products, as well as to further deepen structural changes in the construction materials industry, aimed at modernization of enterprises, technical and technological renewal. In particular, in decrees and resolutions adopted by the president of the Republic of Uzbekistan to increase the production of building materials in the country by 2 times and expand the production of new types of energy-efficient materials in the regions

The tasks of developing a program for the further development of the field of building materials are set out by the construction of housing with 1 million apartments, the implementation of projects worth US \$ 5 billion. Production of high-value-added building materials, modernization of enterprises, technical and technological re-equipment, as well as Organization of joint productions with specialized leading foreign companies, expansion of the required types of production of quality products, replenishment of the domestic market with imported substitutes and competitive building materials, as well as locally produced products, ensuring the effective implementation of such tasks as increasing the export potential of the network demonstrates the relevance of scientific research aimed at developing a scientific solution to these issues.

In the research work, the following cases have been identified that determine the specifics of the building materials market:

- ✓ relatively identical goods of a certain type and quality;
- ✓ long service life of the commodity;
- ✓ specific requirements for brand quality and certification;
- ✓ relatively small number of market entities(relative to the consumer market);
- ✓ high transportation costs;
- ✓ special infrastructure-vendors, regulators and regulatory bodies.

A proposal in the building materials market is the total volume of building materials produced by enterprises of the regional building materials industry and imported building materials that have been in circulation for a certain period of time. And the demand in the building materials market is the part of these construction organizations and other consumers who are funded by the general need for building materials from both territorial and other entities of the country.

There are factors that influence the development of the building materials market, all of which are important in the development of this market, were noted in the dissertation.

**Table 1. Building materials use out of the development**

Areas to	Work out the size			of the population of the soul to the beginning of work to out		
	2017-yil (billion dollars)	2022-year (billion dollars)	to the year 2017 compared to a growth pace, times	2017-year (thousand dollars)	2022-year (thousand dollars)	to the year 2017 compared to a growth pace of, times,
Uzbekistan republik	8069,0	25523,1	3.1	251,2	723,6	2,9
Namangan	193,2	797,9	4,1	72,8	272,2	3.7

In 2017-2022, the volume of production of building materials in Namangan region increased by 4.1 times, while in the Republic this figure 3.1 times. The indicator of the Namangan region in the production of building materials per capita was significantly lower than the Republic. The share of Namangan region in the production of building materials of the Republic was 2.4 percent in 2017, and 3.1 percent in 2022. The production rate of building materials per capita in the region fell by 451.4 thousand rubles less than the Republican figure for 2022. But compared with the state of 2017, the regional indicator accounted for a higher increase than the Republican indicator.

**Table 2. Work the issue of some type of building material composition analysis 2023 years**

N	regions of	Total building materials		Including							
				Cement		window glass		Rouf		a building of brick	
		hof ajm billion.sum	in total ulurollers %	thousand tons for	a total of years celebrated forhi %	thousand meters sq.	in total, the years, celebrated forhi %	million. cityart tile	in total, the years, celebrated forhi %	million. pieces	in total share %
1	Namangan	693,6	3	14.2	0.1	-	-	1.6	0.4	55,6	5
2	Andijan	769,6	3.4	75,7	0,6	-	-	13.9	3.8	45,3	4
3	Fergana	854,7	3,7	1576,2	12	12229	66	228,1	62	84,4	7,6
	Total Of Uzbekistan	23030	100	13043,3	100	18556,2	100	367,7	100	1114,8	100

When the production index of building materials of the Valley regions was analyzed, the proportion of building materials produced in the Namangan region of 2023 in the Republic was 3%, with cement produced at 0.1%, slate at 0.4%, and building brick at 5%. Production volume of building materials Namangan 693.6 mlrd.so ' if m is 854.7 in Fergana and 769.6 in Andijan mlrd.so building materials were produced. The fact that the production of building materials in Fergana and Andijan regions developed better than in Namangan region is also reflected in the indicators given in the table above. Manufactured window glass 66 percent, 62 percent of Slate was produced precisely in the Fergana region.

**Table 3. 2017-2022-years in building materials export and import analysis million USA dollar**

Show-kichs	Regions	in 2018 year	2019 year	2020 year	2021 year	2022 year	2017 year compared with growth pace, times
Export	Uzbekistan	70,9	90,6	140,9	211,2	299,5	1,9
	Namangan region	0,9	1	1,9	4,1	6,7	22,3
Import	Uzbekistan	1200,8	1330,0	1187,0	1381,7	1653,1	1,7
	Namangan Region	49,3	43,3	45,3	52,1	57,7	1,9

In 2017-2022, Uzbekistan had a significantly higher import rate, despite a 1.9-fold increase in construction material exports. Imports of building materials grew 1.7 times during this period. The export of building materials in Namangan region has achieved an increase of 23.8 times in this

period. Imports increased by 2 times. In 2022, the share of Namangan region in the export of Republican building materials was 2.2%, while the import of building materials was 3.5%.

In 2017-2022, the following case was studied when the building materials exported from Namangan region were analyzed by country, the bulk of the export of building materials from Namangan region fell on Tajikistan 4.6 percent, Azerbaijan 6.5 percent, Kazakhstan 7 percent, Kyrgyzstan 12 percent, the Russian Federation 33 percent. In 2017-2022, 4.1 percent of Turkey in the structure of imports of construction materials of the Namangan region, Kyrgyzstan 5.6 percent, Kazakhstan 8.1 percent, China 9.8 percent, the Russian Federation 61.6 percent corresponded to the share of these countries.

No area can meet the demand for building materials at the expense of its own internal materials. Because the requirements that will be necessary for the placement of the production of building materials are not uniform in all regions.

### **Conclusion**

Based on the results of the research carried out on the development of the building materials market on the basis of marketing concepts, the following conclusions were drawn:

1. The construction materials market in Namangan region does not have enough modern-type favorable conditions and opportunities for sellers and buyers. The low level of supply of department stores, which is convenient for sellers in 4 seasons of the year, parking and logistics system are not organized at an exemplary level so that buyers can freely carry out trade. The provision of new types of trading services is not highly developed, the provision of highly civilized services to buyers is not well organized. As a result of the establishment of modern building materials markets ("building materials "hypermarkets) of the hypermarket type in the region, an effective solution to the above problems is achieved.
2. Electronic trade by business entities engaged in construction materials in the Namangan region is not sufficiently established, and in the Namangan region it is necessary to combine manufacturers of building materials and consumers of building materials (construction organizations, population, business entities) into a single innovative system. The development of e-commerce is achieved by establishing an online trading platform of building materials covering all regions of Namangan region.
3. Introduction of consulting services in the field of building materials trade in the regions and organization of "sales places" of building materials sellers in the region both in each district and in large villages, that is, by placing samples of building materials and organizing sales outlets that directly supply the construction site from the warehouse or firm to the order, as a result of, the expansion of the methods of sale of building materials serves to solve the problems in the introduction of additional sales services in the process of selling building materials.
4. The rapid development of building materials production and construction services as a result of the formation of a cluster of "Namangan building materials and services" and the organization of work activities in Namangan region, based on the mutual integration of services, scientific and educational sectors in a single technological chain (communication) with enterprises and firms, creating opportunities to further increase the competitiveness of building materials, it will be possible to develop the building materials market using modern marketing strategies.
5. It is necessary to create a system for continuous improvement of the qualifications of specialists and sales personnel of marketing departments in enterprises and firms that operate practically. In each region, we consider it necessary to develop a program for the professional development of "marketing-sales" employees in cooperation with the newly established "small business centers" "Business Development Bank". Because at the moment, as the most important factor in improving the competitiveness of the country's economy, professionals

who have acquired the science of marketing and sales, as well as advanced foreign practices in this area are needed.

6. We believe that in the construction materials industry it is necessary to do the following: analyze the composition of the import of building materials of the countries of the Eurasian Economic Union and adapt the existing standards in the production of building materials in our country to the requirements of the Eurasian Economic Union; develop cooperation with the states of the Eurasian Economic Union on the production of innovative As a result of this, the liberalization of foreign trade contributes to an increase in the degree of openness of the economy, an increase in production efficiency and increased competitiveness, an increase in the domestic capacity of the country to increase its export potential.
7. As a result of the organization of the Institute for training the necessary personnel at enterprises, branches of departments of the relevant specialty of universities and the achievement of integration of scientific and educational processes into the system of clustering on this basis, the solution of the problem of providing enterprises with marketers, technologists and IT engineers with highly qualified and modern knowledge is achieved.
8. House the organization of a separate exchange trade for domestic construction organizations and the establishment of discount prices for basic types of materials in it will create an opportunity to reduce the cost of construction work carried out in our country, ensure the housing needs of the population, and carry out affordable and high-quality construction work.

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