

**ACTUAL ISSUES OF ORGANIZATION OF SUPPLY CHAINS OF TRADE
ENTERPRISES**

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Abstract: This article analyzes the main aspects of the problems of organizing supply chain management in trading enterprises. The analysis of the factors hindering the development of the logistics system of trade enterprises is highlighted. Opinions on improving the organization of supply chain management in the field of trade are presented.

Key words: Wholesale and retail trade, transport and logistics services, supply chain, logistics integration, wholesale warehouses, vertical and horizontal integration, trade infrastructure.

INTRODUCTION. Wholesale and retail trade is the most important component of any national economy. The contribution of the trade sector to the world GDP is stable and is 10 percent per year. 13% of the total employed population is employed in trade. In the modern world economy, trade performs extremely important social functions. In particular, it ensures high level of employment of the population, contributes to the development of small business, increases the well-being of the population, and develops after-sales service. The economic importance of trade is assessed by increasing the volume of social reproduction, creating added value, ensuring the country's economic and food security.

The trade sector is one of the most important and rapidly developing sectors of the economy of Uzbekistan. Over the past five years, the volume of trade services has been in the first place in the service industry. After trade services, financial services, transport and logistics services have the highest growth rates. It is important to develop wholesale warehouses, develop trade cooperation relations with industrial enterprises, further encourage small business, and ensure continuity of goods supply of retail enterprises for the development of domestic trade.

Issues related to more rapid development of the trade sector on the basis of strengthening the results achieved in the trade sector and creating an efficient distribution system that meets the growing needs of the population are gaining urgent importance. Logistics and integrated supply chains play a major role in creating a distribution system for such goods. Today, most trading enterprises operate not as autonomous entities, but as the main link of an integrated supply chain. Most of the costs in the trade sector are logistics costs. Development of logistics services in the supply system is an important means of increasing the competitiveness and efficiency of the trading company.

LITERATURE ANALYSIS. A number of foreign scientists and specialists have been studying the main directions of trade development, wholesale and retail trade for many years.

Chairman Hugh McKeown researched that wholesale trade is a key driver of the domestic market. His research has recognized that wholesalers are a major force in the production of industrial goods and the organization of its trade. It is also based on their research that wholesalers not only sell goods to manufacturers, but also provide a range of services

A. Coskun Samli and Adel I. El-Ansary highlighted the role and importance of wholesale trade in the third world countries (throughout the country in Third World countries) with underdeveloped economies and small markets. In a small manufacturing environment, wholesalers do not make a profit by trading in the same type of goods. They profit by trading

multiple goods. The authors argue that the development of wholesale trade in countries with such economies has several challenges. It is known from the experience of all developed countries that before the establishment of large-scale production, the activities of wholesalers were central to the saturation of markets.

The issues of development of logistics in retail trade networks, Russian expert Barikin S.E. studied by The priorities of the development of the logistics system of retail trade networks in the era of the digital economy Rijova O.A. researched by The issue of improving retail supply chains using integrated logistics planning technologies Starkina Ye.S., Slepenskova Ye.V., Sobolev D.Yu. studied by Theoretical issues of the development of supply chains in the field of trade Kocheryagina N.V. reflected in his scientific works.

Scientific researchers from Uzbekistan are also conducting research on the development of logistics in trade. In particular, Kholmamatov D.H. is conducting research on the development of marketing logistics in wholesale trade.

RESEARCH METHODOLOGY. The main indicators of Uzbekistan's trade, that is, the economic indicators of wholesale and retail trade, were analyzed using the statistical analysis method. Statistical data, as well as data obtained from scientific sources on the organization of supply chains in trade activities, were written using the method of systematic and comparative analysis, analysis, synthesis, abstract-logical analysis and comparison.

ANALYSIS AND RESULTS. Nowadays, trade is one of the fastest growing sectors of the national economy of Uzbekistan. Trade mainly serves to satisfy the needs of population employment, production, industrial enterprises and the population, to provide tax revenues to the state budget, and thus to strengthen the country's economic base.

A number of things are being done to further develop trade activities in Uzbekistan. In particular, among the programmatic and targeted tasks that need to be implemented in the economy, production of competitive products, finding new international markets for them and increasing exports, full use of transit potential, establishment of free trade zones, domestic and foreign trade activities development of regulatory bills, development of the transport and logistics sector in the delivery of our local products to domestic and foreign markets. The 59th goal of the "Uzbekistan-2030" strategy "Rapid development of the service sector in the regions" is defined, and the result will be achieved through the creation of central streets specialized in providing services in medium and large urban centers. establishment of trade and service facilities, construction of 6,000 trade and service facilities along international highways, involvement of leading project organizations, transformation of markets into modern, convenient trade complexes that meet all security requirements is envisaged.

As a result of the implemented economic reforms, the main indicators of Uzbekistan's trade are growing year by year. Compared to 2018, in 2022, the wholesale turnover increased by almost 3.5 times, and the retail turnover increased by 2.0 times.

Table 1

The main indicators of Uzbekistan's trade

Indicators	2018	2019	2020	2021	2022
Wholesale trade turnover-total, billion soums	57 482,0	86 538,3	128 741,7	183 112,3	258 444,0

Commodity stocks of wholesale enterprises (end of year) total, billions soums	13 166,7	14 316,5	22 367,4	29 572,5	38 246,6
Wholesale turnover in days	75,0	55,0	67,0	62,0	50,0
Retail commodity turnover, including catering organizations, through all sales channels, billion soums	113917,7	141385,1	168649,0	216694,6	270687, 2
Urban area	91 990,2	106 461,0	129 079,3	166 107,0	212 218,7
Rural area	21 981,5	34 924,1	39 569,7	50 587,6	58 468,4
Out of the total volume of retail trade turnover, billion soums: Foods	48 791,6	58 574,9	67 700,9	89 990,4	114 583,7
Nonfoods	65 180,2	82 810,3	100 948,1	126 704,2	156 103,5
Retail turnover per capita, thousand soums	3 458,3	4 210,3	4926,6	6 206,3	7 593,3
Inventories in the retail network (at the end of the year, including consignment) total, billions soums	3 476,5	5 416,1	9 031,5	12 270,0	15 296,6
Retail trade facilities (at the end of the year) total, thousand	132,9	151,8	169,4	177,3	194,1

It should also be noted that the main retail trade facilities are small, individual decentralized stores. One of the main problems they have is that they do not have supply chains that provide a regular supply of goods. However, other trends are observed in foreign experience.

Taking into account the stable development of retail trade in Uzbekistan in recent years, it is necessary to consider the issue of logistics integration in the further development of the retail trade sector. Because it is known from foreign experience that in the last 20 years, the development of global food retail trade has increased the weight of large centralized wholesale and retail trade enterprises instead of small and decentralized retail trade enterprises. Vertical and horizontal integration is becoming widespread in world trade practice. Vertical integration involves product manufacturers, wholesalers, and retailers, while horizontal integration involves forming trade networks with a common governing body. At the current stage of development, European countries are dominated by large integrated retail chains. The 4 largest retail chains in Great Britain account for 86% of the domestic market, the 5 largest retail chains in Germany account for 65% of the market, and in France - 85%.

In order to develop a mechanism for the development of integrated supply chains in the field of trade, it is necessary to carry out a lot of organizational work related to the formation of the appropriate production, warehouse and trade infrastructure, which allows to "connect" producers of consumer goods and trade enterprises.

For the effective operation of local trade enterprises, it is necessary to prepare projects that take into account all factors affecting the choice of placement of wholesale trade bases, warehouse and retail infrastructure elements. It is desirable to build a logistics center in each region to provide services to agricultural products and food stores. This will create an opportunity to form supply chains that will provide the stores with goods on a regular basis.

CONCLUSION. The risk of shortages of certain goods may be related to supply chain or manufacturer issues. But in the last few years, there have been cases of shortages related to objective factors. We can say that the reason for this is the lack of a unified information system between the distribution network, distributors and manufacturers.

Local retailers need to position themselves as low-cost stores that cater to consumers' needs for everyday goods. It is necessary to increase the share of new/perishable/environmentally friendly products in the formation of the assortment of stores, to advertise their high quality through fast delivery within the logistics chain. It is necessary to integrate the supply of goods into regional, national and international chains.

In our opinion, it would be appropriate to combine all existing trade infrastructures, wholesale and retail trade, transport and warehouses, to form large integrated wholesale and retail trade networks based on them.

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