

EXPORT ADVANTAGE OF WOOL IN THE ORIGINS OF ENTREPRENEURSH

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Abstract. *The article deals with the history of the emergence of wool as a subject of entrepreneurship in England. The advantage and peculiarities of the development of this business in the origins of entrepreneurship, gaining world fame and becoming international are defined.*

Keywords: *entrepreneurship, wool, sheep breeding, weaving, wool industry, export.*

Today, the choice of studying international experience and the origins of entrepreneurial activity is a very relevant subject of research. Because, according to the Strategy, one of the performance indicators of the goals that will be achieved by 2030 is noted: "Comprehensive support for exporters promoting national brands to foreign markets based on the idea of "New Uzbekistan - a country of competitive products" [1]. This goal is primarily related to the production of agro-industrial products, especially cotton, silk, wool and other products and their export abroad.

Wool is a group of fabrics that are created from animal fibers. It has been used for sewing clothes and producing household items for thousands of years. Wool as a raw material has been widely available since the domestication of sheep and goats. Even before the invention of scissors, wool was collected using a comb or simply plucked by hand. Fuller (one of the worst jobs in history) played an important role in wool production by treating it with urine.

In medieval England, wool became big business. There was a huge demand for it, mainly for textile production, and everyone who had land, from peasants to large landowners, raised sheep. Although the English did make cloth for themselves, very little of what was produced was sold abroad. It was the raw wool of English sheep, which was required to feed foreign looms. At that time, the best weavers lived in Flanders and in the wealthy weaving cities of Bruges, Ghent and Ypres, and they were willing to pay high prices for English wool.

Wool became the basis and driving force of the medieval English economy between the late 13th century and the end of the 15th century, and at the time the trade was described as the "jewel of the kingdom". To this day, the Lord Chancellor's residence in the House of Lords is a large square sack of wool called a "woolsack", a reminder of the main source of English wealth in the Middle Ages.

In the 14th century, significant changes took place in this area. At the beginning of the century, foreign merchants from England exported mainly raw wool to the continent, and at the end of the century their merchants were already exporting finished products. Trade in cloth and wool allowed English merchants to amass huge capital, conquer economic space on the island, and then carry out a commercial offensive on the continent, turning Albion into the strongest state in Europe [2].

As the wool trade grew, large landowners, including lords, abbots and bishops, began to count their wealth in sheep. The monasteries, especially the Cistercian houses, played a very active role in trade, which pleased the king, who could levy a tax on every bag of wool exported.

From the Lake District and the Pennines in the north, down through the Cotswolds to the hills of the West Country, through the southern Downs and the estates of East Anglia, huge numbers of sheep were kept for wool production. Flemish and Italian merchants were familiar figures in the wool markets of the time, willing to buy wool from lord and peasant alike, all for cash. Bales of wool were loaded onto pack animals and transported to English ports such as Boston, London, Sandwich and Southampton, from where the valuable cargo was shipped to Antwerp and Genoa.

Over time, larger landowners established direct trade links with overseas textile manufacturers, while peasants, of necessity, continued to deal with itinerant wool traders. Clearly, by eliminating the middle man and working in large numbers, the landowners got a much better deal. This may be why the wool trade is said to have started the division between the middle and working classes in England.

Successive monarchs imposed heavy taxes on the wool trade. King Edward I was the first. Because the wool trade was so successful, he felt he could raise royal revenue to finance his war effort by levying high taxes on wool exports. Realizing the importance of these taxes to his royal treasury, Edward III actually went to war with France, in part to protect the wool trade with Flanders. Burghers from the rich Flemish cloth towns turned to him for help against their French overlord. Although this conflict is called the Hundred Years' War, i.e. 116 years, from 1337 to 1453.

During this period, taxes levied began to cripple the wool trade, which eventually led to an increase in cloth production in England. Flemish weavers fleeing the horrors of war and French rule were encouraged to settle in England, with many settling in Norfolk and Suffolk. Others moved to the West Country, the Cotswolds, Yorkshire Dales and Cumberland, where weaving began to flourish in villages and towns. It is clear that the Hundred Years' War, the primary cause of which was the desire to take over Flemish weavers and create a wool processing industry in the country, deepened the relationship between the British and the wool trade. From 1275, taxes on wool exports became a major source of income for the English crown.

Consequently, wool served as the engine of the economic success of England, which - during the reigns of King Richard the Lionheart and his brother John the Landless - collected and sent to Germany an amount equal to a quarter of the total national income on three occasions, and on none of the occasions did it provoke in the country inflation. The major centers of sheep farming - Yorkshire, Gloucestershire and the Eastern Counties - accumulated enormous wealth, which the growing nation benefited over a number of centuries.

Wool was exported from England from very early times. At the beginning of the 14th century. The annual export of wool was 30 thousand bags and the export of cloth - about 5 thousand pieces. By the end of the 40s. XIV century the king and his subjects had already realized the advantages of trading in finished goods rather than in raw materials. By this time, a technical reorganization of English industry had taken place, especially affecting textile production. It has become possible to supply more finished products to the market. In the next century, the situation changes: the British processed 12,800 bags of wool into cloth, making 55,000 pieces of woollen fabrics of various formats and qualities for export; 9,000 bags of wool were exported without

processing. As trade grew, English exporters began to displace their foreign competitors. If in 1273 they owned about a third of wool exports, then by the 14th century, their share increased to half [3].

Lavenham in Suffolk is widely regarded as the finest example of a medieval wool town in England. During Tudor times, Lavenham was considered the fourteenth richest town in England, despite its small size. Its fine timber-framed buildings and beautiful church were built due to the success of the wool trade.

By the fifteenth century, England was not only producing enough cloth for its own consumption, but the materials were now being traded abroad. Working from their tiny cottages, weavers and their families turned raw wool into fine cloth that was eventually sold in the markets of Bristol, Gloucester, Kendal and Norwich.

In the 15th century, the textile trade grew so much that the export of wool was banned. A man caught illegally exporting wool from the country had his hand cut off. Textile centers depended on cottage industries: in this centuries-old system, wool was dyed, woven and finished in private houses. Until recently, this tradition was carried out by the Scottish brand Harris Tweed. In the 1570s to 1590s, a law was passed requiring all English people except the nobility to wear a woolen cap to church on Sunday, as part of a government plan to support the wool industry.

The Wool Act 1699 was an act of the English Parliament, long called an "An Act for prohibiting the exportation of wool from the kingdoms of Ireland and England to foreign countries, and for encouraging the manufacture of wool in the kingdom of England." [4] It aimed to increase the production of woolen goods in England by prohibiting the production, manufacture and export of Irish wool; he also banned the export of wool and goods from the American colonies. Competing wool products from these regions at that time became more available in foreign and domestic markets.

At that time, woolen goods exported from England had to pay high export duties. This Act, one of the Navigation Acts, was mainly aimed at Irish wool and established a policy of suppression of the Irish wool industry.

Wool production in Great Britain was, of course, not limited to England. Landowners and farmers in both Wales and Scotland have recognized the huge profits that can be made from sheep. In the Highlands of Scotland in particular, some of the darkest days in Scottish history played out between 1750 and around 1850.

Landowners known as "Highland Clearances" forcibly evicted tenants from their vast highland estates, destroying dwellings and other buildings in the process and converting the land from arable land to sheep farming. The situation was so bad that many Highland Scots fled their country and even suffered a famine.

One of the cities at the forefront of the industrial revolution in textile production was Leeds, which is said to have been built from wool. The industry began in the sixteenth century and continued until the nineteenth century. The construction of various transport routes, such as the Leeds Liverpool Canal and later the railway system, connected Leeds to the coast, providing outlets for the export of finished goods around the world.

The powerful mechanized mills at Leeds, the largest in the world, demanded ever greater quantities of raw materials, while ever-expanding wool was imported from Australia and New Zealand. This trade would continue into the twentieth century until the powerful factories finally fell silent as cheaper imports from the Far East flooded into England from the early 1960s.

By that time, the future of English wool was overshadowed by the rapid development of the cotton industry and the emergence of a competitor - the soft wool of Merino sheep, which were bred and vigilantly protected in Spain. These fabrics began to replace the coarser English wool.

In the 20th century, the British textile industry suffered from lack of investment and monopolism. Famous companies, one after another, moved production abroad, and then closed completely.

This was followed by a global decline in interest in wool - in 1966 alone, its use decreased by 40% - and the fading of the long-standing traditions of wool production, the source of England's original wealth.[3] A sad and quite typical story for England. Some English wool is used annually to make carpets, but most of the lovingly shorn fleece is sent to burners or imported to China, also for carpet production.

Thus, we can conclude that the old traditions have died out, but their traces still remain, and the English wool business is not yet finished. The brand history of this wool business is very important as a legacy in the new century, to create an export advantage, i.e. brand of a new product in the international business environment. Moreover, there is a slow revival of craft production using wool, and a group of English manufacturers are bringing back to life an old English business with a new approach - the manufacture of knitted clothing. There is a movement of non-professional wool spinners and an even larger movement of non-professional knitters. So that entrepreneurship is renewed in a new way.

Still today, reminders of the quality that Britain's weavers once produced can be seen in the fabrics produced by the three remaining Harris Tweed Mills in the Outer Hebrides. Harris Tweed is a fabric handwoven by the Scottish islanders of Lewis, Harris, Uist and Barra in their homes from pure virgin wool, dyed and spun in the Outer Hebrides. Thus, a tradition exists in the production of the recognized Scottish brand Harris Tweed.

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