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## HISTORY OF COMMERCE DEVELOPMENT ABROAD AND IN KAZAKHSTAN

### *Abstract*

This article is devoted to the history of commerce development in foreign countries and in Kazakhstan. Studying the history of commerce development will help us successfully organize activities in the field of commodity circulation. The experience of the past allows us to find ways to apply it in the present, to avoid some mistakes. Understand why some countries get rich and what we need for successful trade. The study of the past allows us to identify some patterns of development and predict possible options for the future. Understand the main factors for promoting trade as geographical location, development of handicraft production.

Knowledge of the history of Commerce development makes it possible to better understand the market situation in our own country and in the world. Another advantage is that knowledge of the history of the origin and development of Commerce and entrepreneurship will make it possible to support or justify decisions in further commercial or entrepreneurial activities, based not only on economic knowledge, but also on historical background. It is necessary to know the history of cross-border and international trade, which has contributed to the development of both culture and the economy of Kazakhstan.

**Key words:** production of raw materials, lack of natural resources, profit from trade, carriers of goods, abundant crops, navigation, ship construction, enterprise, banking institutions, commercial success, research expedition, world economic process, industrial development.

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## ШЕТЕЛДЕ ЖӘНЕ ҚАЗАҚСТАНДА КӘСІПкерлік пен мен сауданың даму тарихы

### *Аңдатпа*

Бұл мақалада шетелдегі және Қазақстандағы сауданың даму тарихындағы маңызды кезеңдер қарастырылады. Сауданың даму тарихын зерттеу саудасаласындағы қызметті ойдағыдай ұйымдастыруға көмектеседі. Өткен тәжірибе оны қазіргі кезде қолдану мүмкіндігін табуға, кейбір қателіктерге жол бермеуге мүмкіндік береді. Неліктен кейбір елдер бай және басқалары табысты сауда жасау үшін не қажет екенін түсіну қажет.

Өткенді зерттеу бізге дамудың кейбір заңдылықтарын анықтауға және болашақтың тиімалі нұсқаларын болжауға мүмкіндік береді. Елдің географиялық орналасуы, қолөнердің дамуы және басқа факторлар сауданың дамуына қалайықпалететіндігін түсіне білген дұрыс.

Сауда-саттық тарихын білу сізге елдегі және әлемдегі нарықтық жағдайды жақсы білуге мүмкіндік береді. Мұныңтағы бір тиімді жағы коммерция мен кәсіпкерліктің пайдалануы мен даму тарихын білу экономикалық білім беру менге на шектелмейді, сонымен қатар тарихи алғышарттарға сүйене отырып, әрі қарай коммерциялық немесе кәсіпкерлік қызметте қабылданатын шешімдерді қолдауға немесе негіздеуге мүмкіндік береді.

**Түйін сөздер:** тауар өндірісі, табиғи ресурстардың тапшылығы, сауданың түсетін пайда, тауар тасымалдаушылар, мол өнім, теңіз бен тауар тасымалдау, кеме жасау, кәсіпкерлік, банктік мекемелер, коммерциялық жетістіктер, ғылыми-зерттеу экспедициясы, дүние жүзілік экономикалық процесс, өнеркәсіптік даму.

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## **ИСТОРИЯ РАЗВИТИЯ ТОРГОВЛИ И КОММЕРЦИИ ЗА РУБЕЖОМ И В КАЗАХСТАНЕ**

### *Аннотация*

В этой статье рассмотрены важные этапы в истории развития торговли за рубежом и в Казахстане. Изучение истории развития торговли помогут успешно организовать деятельность в сфере товарного обращения. Опыт прошлого позволяет найти возможности его применения в настоящем, избежать некоторых ошибок. Понять почему некоторые страны богатеют, а другие нет, что нужно для успешной торговли.

Изучение прошлого позволяет выявить некоторые закономерности развития и спрогнозировать возможные варианты будущего. Понять как географическое положение, развитие ремесленного производства и другие факторы способствуют развитию торговли.

Знания истории коммерции дает возможность лучше понять рыночную ситуацию в своей стране и в мире. Плюс еще является то, что знание истории возникновения и развития коммерции и предпринимательства даст возможность поддержать или обосновать решения при дальнейшей коммерческой или предпринимательской деятельности, опираясь не только на экономические знания, но и на исторические предпосылки.

**Ключевые слова:** производство сырьевых товаров, недостаток природных ресурс, прибыль от торговли, перевозчики товаров, обильный урожай, занятие мореплаванием, строительство судов, предприимчивость, банковские учреждения, коммерческий успех, исследовательская экспедиция, мировой экономический процесс, развитие промышленности.

The history of trade is the history of civilization. Man needed food, clothing and shelter for his existence, but as civilization develops, man's desires increase, and he requires not only comfort and convenience for life, but also luxury. A civilized man is never satisfied with what he has, because a new need is constantly arising. Trade is one of the means by which different peoples at different times have made efforts to meet their needs.

No civilized community can produce everything it consumes. Part of its needs must be met by exchanging products with other communities or countries, and this is the beginning of trade, both internal and external. In addition, a country may not be able to produce all that it needs to consume, due to the country's physical characteristics, lack of coal, wood or ore, its climate, etc. Thus, England cannot grow enough corn to feed its people, but it produces more cloth than is necessary to clothe them. A warm country cannot successfully grow wheat, but it can produce cotton or rice in abundance.

Trade also depends to some extent on people's national skills in commodity production. The Swiss have long been famous for producing watches and fine lace; the French for producing wine and silk. Another nation may lack natural resources, or lack the skills to make products, but it has special skills as a carrier of goods across the sea. Such were the Italian cities that in the middle ages grew rich from the profits of trade. At the same time, a country can combine all these functions and become producers and carriers of goods, profiting from each of them, as the main European States and the United States currently do.

Egyptians

Camel caravans loaded with goods and silver crossed the desert and brought wool, ivory, gold, spices, and slaves from Arabia and the Far East to Egypt. In exchange, Egypt provided large quantities of wheat, rice, cotton, and flax from the fertile Nile valley, and in addition to agricultural goods, Egypt sold cotton fabrics, tableware, and ceramics. The wide plain valley of the Nile annually brought a plentiful harvest. The Egyptians were engaged in art and science, and their kings were engaged in the construction of these remarkable monuments in the form of tombs, which are still largely preserved.

Phoenicians.

The first navigators and carriers of goods by water were the Phoenicians, who inhabited a coastal land along the Eastern Mediterranean Sea. Having access to the sea, these people were naturally attracted to navigation. Their coasts were known for their harbors, and their abundant forests supplied materials for building ships, while agriculture was difficult due to the hilly and rocky nature of the land. The enterprise and activity of the Phoenicians allowed them to build cities such as Tyr and Sidon and create a large and profitable system of trade. Intellectual activity and hard work in business led these people to many discoveries, such as glass making, the art of painting, and writing with letters. They were also distinguished for their skill in metal casting, weaving, architecture, and various other areas such as clothing, ivory, gold, and other metals.

Greeks

This enterprising people became not only the master of the Mediterranean sea, but also contributed to the spread of the germs of taste and intelligence, raising the level of civilization and creating a system of trade in a large part of the ancient civilized world. They no doubt learned to use gold and silver as money from the Babylonians, but they introduced and popularized the use of these metals as money throughout the Mediterranean by stamping and issuing coins in various sizes and denominations. The Greeks were not essentially a commercial people, being more devoted to art, architecture, and

literature, yet they watched the Phoenicians trade and became their competitors to a large extent in trade, and finally defeated them and inherited their trade. The Greeks were even greater colonizers than the Phoenicians and established thriving cities in Asia Minor and along the Black sea, many of which not only became important Maritime but also manufacturing cities. These cities became centers of production the region's products, such as grains, fish, wood, salt, leather, wood, and hides.

#### Trade in Venice.

Thanks to its extensive trade and navigation, Venice has reached a level of prosperity and splendor. In addition to its huge trade, Venice was active in manufacturing and exporting its goods to all parts of Europe and Asia. Silk was one of the most valuable products of its artisans, and the art of weaving it into beautiful fabrics was learned from the Persians. Another product was glass, which they made from the sand of their Islands in such a high degree of skill that Venetian glass became famous everywhere for its purity and beauty. The Venetians constantly developed their navigation. They significantly improved the methods of naval construction, created arsenals, and eventually acquired naval superiority.

But these energetic and progressive people seemed to have natural financial and commercial potential. They were born merchants and financiers. A great feature of the city's wealth was its banking institutions. The Bank of Venice, established in 1171, was the first regularly organized Bank in the world, although it did not develop all the functions of a modern Bank. The Republic, suffering from a shortage of money, in this difficult case was forced to collect compulsory contributions from citizens, and in return paid them annual rents at certain rates for the loan. "Rialto" was their great commercial exchange where the merchants met and traded. The transactions of this exchange at that time had a wider impact on world trade than any other market. We know that Venice led all Europe in book production and that newspapers were first produced by them, indicating that Italy stood in the van of progress and enlightenment at the end of the fifteenth century.

#### Discovery of America

The Venetians and Genoese tried to find new routes. Among the Genoese navigators there were some who were familiar with the spherical shape of the earth, these people initiated the attempt to reach India by sailing West. The greatest and best among them was Christopher Columbus. After studying at the University for a short time, he went to sea when he was fourteen years old, and for many years engaged in the Syrian trade and trade with other ports, later turning his attention to building maps for sale, and a deeper study of geography and navigation. The result of the discovery of Columbus was to attract the attention of Europe to the West and solve the mystery of the open sea.

The Dutch - indefatigable people achieved commercial success in the sixteenth and seventeenth centuries, which entitles them to a prominent place in history. By the time of Philip II, they had already become one of the richest and most prosperous provinces in Europe. Their thrift was unsurpassed. Their cities of Antwerp, Amsterdam, and Rotterdam were the shopping centers of Northern Europe. These cities were the site of significant production in the middle ages. The main products were wool and linen products. The first optical instruments and pendulum clocks came from Holland. The art of printing and binding books was brought to high perfection. Dutch ships had previously traded in ports along the Baltic seacoast for centuries and distributed products obtained from Venetian merchants. At the beginning of the seventeenth century (1600), the carrier trade of Europe was almost entirely in the hands of the Dutch. They also had a monopoly on the shipbuilding industry, and almost every country in Europe built their ships in Holland.

With this vast trade flowing directly into Holland, the Dutch grew in wealth at an astonishing rate. Amsterdam became the Venice of the North and the great banking exchange of Europe.

Having created a rich and successful Empire in the East, the Dutch began to turn their attention to the Western hemisphere. They organized several exploratory expeditions seeking to find the Western passage to India, which sailed to New York Harbor in 1609. Five years later, the Dutch built a Fort on Manhattan island, which they purchased from the Indians for the equivalent of \$ 24 in our currency and named the settlement New Amsterdam.

#### England

England came forward around the middle of the seventeenth century as a competitor to the Dutch in foreign trade. England took possession of New Amsterdam and turned it into an English colony, changing its name to New York. With the progress of England and France, Holland's commercial power declined.

An important feature of the internal trade of England and other parts of Europe, in the Middle ages, were the annual fairs that were held in the main cities. Due to the limited opportunities for travelling and transportation of goods, the lack of roads and vehicles, and the fact that people travel little, it was very convenient to hold fairs where products from remote parts of the country or the world can be exchanged. The main English fairs in the Middle ages were London's, known as St Bartholomew's fair, where the main items of trade were wool and cloth. This fair lasted for a month, merchants of Venice brought silk, velvet, cotton products and glass to the fair. The Flemings brought fine bed linen and clothing from Bruges, Liege, Ghent, and other industrial cities. French and Spanish merchants came with their wines and fruits; the great merchants of the Hansa brought furs and amber, iron, copper, and other metals, flax, timber, and grain, and all the produce of the North. In the same way, English farmers, or merchants acting on their behalf, brought to this fair hundreds of huge bags of wool for the industrial cities of Europe, barley for the Flemish Breweries, corn, horses, cattle, and many other goods.

During the reign of Edward III (1326-1377) - English ships became more numerous and went further abroad. Elizabeth, the daughter and successor of Henry VIII, most effectively promoted British trade. During her reign, agriculture and mechanical arts underwent great improvements, and crops were at times so plentiful that wheat was exported. Hemp and flax were successfully grown. Shipbuilding has developed significantly, and the number, size, and quality of ships built have undergone significant changes.

In 1694, the Bank of England was established, an institution that became a powerful element of England's commercial progress and greatness, as well as a balance wheel in the world of Finance.

Then there was a powerful industrial revolution in England, brought about by the invention of improved equipment and the introduction of steam power. Until this time, almost all production in England, as in other countries, was carried out manually in the homes or small workshops of workers who were helped by their families. These methods were crude, tedious, and complex, resulting in manufactured goods that were imperfect and expensive. A series of useful inventions, closely following each other, changed all this, increased the capacity of production in mining, manufacturing, and agriculture by a factor of a hundred or more, and made England the richest country in the world. But in order to use this technique, it became necessary for workers to come together, and thus the introduction of the technique led to the factory system. The introduction of the factory system marked an epoch in the industrial progress of England and the world.

Trade of The United States. Colonial period. Financial policy.

The natural resources of the United States cover all the raw materials, animals, vegetables, and minerals that may be necessary for the growth and strengthening of the nation in agriculture, manufacturing, and Commerce. Shipbuilding early became an important industry, due to the abundance of excellent timber along the coast and rivers, and this led to the development of the fishing industry.

The English idea was that the colonies should produce only what England needed, should sell the product only to England. Accordingly, when the Americans began to produce woolen goods to such an extent that the demand for English wool decreased. Tensions between the colonists and the mother country escalated, and the bond that had bound them for one hundred and fifty years was severed by open warfare in 1775.

Hamilton, the Minister of Finance of the USA, had formulated a financial system that created the trust and has established a national loan. Hamilton recommended the creation of a Bank of the United States with branches in the main cities. The Bank was to issue paper currency and run a General banking business. The banking bill was passed, and President Washington signed it, creating the Bank of the United States with a Charter for twenty years-1791-1811. After the creation of bank system, the American trade expanded rapidly, and shipbuilding became more active.

Commerce in Russia.

Western travelers considered medieval Russia as a country of vast forests and plains with settlements and villages located at great distances. Products of Russian city masters were known far beyond the borders of Russia. The main occupation of workers in Russia in the XVI-first half of the XVII centuries was agriculture, in which animal husbandry played a key role. Livestock products were the second type of goods to be sold on the domestic market after bread. Among the crafts associated with agriculture, preference was given to beekeeping, fishing and hunting.

In Russia of the XVI century, many other crafts were developed: ferrous and non-ferrous metallurgy, woodworking, mechanical engineering, production of various mechanisms and vehicles, construction, textile production, pottery, glassmaking, leather, bone processing, jewelry. The second half of the XVI century was marked by the beginning of printing and the first experiments in the production of paper.

Russian bank

The Imperial Bank of Russia was founded in 1860 with a capital of 25,000,000 rubles and performed all the usual functions of a Deposit Bank. With its hundred branches scattered throughout the Empire, the Imperial Bank was able to attract people and provide the necessary banking services to a satisfactory extent. Granting the loans for the development of new industries in all regions of Russia was highly desirable for the Tsar. Agricultural loans were a characteristic feature of Russian banking. They consisted of loans issued to small farmers on the security of their products or guarantees from individuals that can be considered trustworthy by the Bank.

Commerce in Kazakhstan

Russian trade with the steppe peoples was carried out mainly through Tatar merchants and clerks because of their knowledge of both Kazakh and Russian languages. Russian merchants bought cattle and livestock products, and the inhabitants of the Steppe bought cloth, canvas, tanned leather, calico, iron, tea, sugar, tobacco, and wooden utensils from the Russians. Medicines for the treatment of livestock were also in great demand. The cargo was transported on carts and camels. One camel could carry up to 16 pounds of cargo.

In the first half of the XIX century, the transit value of Kazakhstan for the Central Asian trade of the Russian Empire increased. Caravan roads to Central Asia and China went through Orenburg, Petropavlovsk, Semipalatinsk. The caravan trade with Central Asia was served annually by 5 to 6 thousand camels. The tsarist government exported cotton, silk fabrics, and carpets.

Trade fairs served as a place of communication between representatives of different clans, tribes and peoples. Fairs also served as a venue for major sporting events. Representatives of various Kazakh tribes and clans competed here in strength and boldness. Sports games and competitions were held. Akyns competed in songwriting — aitys. Fairs became a place for visiting famous Kazakh composers and poets Ahan sere, BaluanSholak, Zhayau Musa, MairaShamsutdinova, AmreKashau-bayuly and many others.

Kazakhstan also served as a transit territory for foreign trade with China. Kazakh merchants often played an intermediary role in this trade. This was facilitated by: first, the knowledge of Chinese and Mongolian languages by border Kazakhs. Secondly, excellent orientation in the area. Third, Kazakh traders usually had a lot of pack animals at their disposal. So, in 1860, the first Russian commercial firm was opened in Urge (Ulan Bator). Merchants from Ust-Kamenogorsk worked through that company.

With the development of trade in Kazakhstan, ground, water and railway connections have become more widespread. There were no highways in Kazakhstan. Dirt roads crossed almost the entire territory of Kazakhstan. Activation of

movement on them occurs from the second half of the XVIII century. At the time it coincided with the intensification of trade between Russia and Kazakhstan. For example, in 1745, between Ust-Kamenogorsk and Omsk, there were arranged 5 stations.

On dirt roads, travel was carried out on horses, sometimes on camels. They were harnessed to the carriage, wicker baskets, wagons, and carts. The main carriers of goods on dirt roads were Kazakhs. There were entire families who specialized in this craft.

The first steamship passed from Omsk to Semipalatinsk in 1862. At the turn of the XIX-XX centuries, about 40 steamers plied between Semipalatinsk and Tobolsk. They were built in Tyumen. The main transportation goods were coal, bread, salt, herbs, and livestock products. Rafts were also used for cargo transportation, which moved from the upper reaches of the Irtysh river to Omsk. They carried watermelons, cereals, fish, pine nuts, salt, lime, alabaster and ochre. Traffic on some other rivers, primarily in the Urals, was banned due to the need to preserve fish stocks. On other rivers and lakes, steam navigation did not become widespread due to shallow water. Sea traffic was developed in the Caspian Sea. For example, steamers also plied between Guryev and Astrakhan. The development of industry, trade and road networks, the emergence of cities, led to the fact that banks appeared in the region. In 1871, the first city bank in Kazakhstan was opened in Petropavlovsk.

Main trends in the development of trade in Kazakhstan in the late XIX - early XX centuries

A feature of the period was the rapid increase in the urban population, an important element of infrastructure can be called the activation of transport flows, in particular the beginning of railway construction. In the commercial sphere, new forms of Commerce, such as trading firms with an extensive network of stationary stores and warehouses, and specialized commodity exchanges, began to be extolled in place of broad fair trade. Since the 20s of the nineteenth century, it has become a practice to hold industrial exhibitions once every four years in different cities of the Empire.

In the second half of the XIX century, the volume of foreign trade turnover increased significantly, the commodity market of Kazakhstan was drawn into the world economic process. Among the exported goods were bread, meat, leather, and wool. The main import items were machinery and equipment for agriculture.

The migration movement, the advance of the borders of the Empire, and the transport development of the steppe played an important role in growth of new trends in trade. At the beginning of the XX century, the old district fairs retained their significance and new seasonal trading were formed in regions, the prospect of developing foreign trade through constant contacts was outlined, the geography of stationary trading enterprises expanded, and the population increasingly participated in the sale of their own products.

Conclusion

From time immemorial, mankind has been engaged in market relations. The modern economy of the country is based on them. The Commerce appeared in ancient time when people began to change various items. With the development of humanity and the appearance of products produced by humans, the first merchants appeared. The main centers of medieval trade were fairs where merchants from different countries brought their goods. And the possible loss of money during the trip forced merchants to come up with a means to protect their income. After that, banking came into being.

The desire of people to get a variety of goods and services to meet their needs has led to further development of trade. Trade meets people's needs, develops their business activity, and they accumulate wealth. Trade paved the way for urban culture and led to the development of capitalism. and industry. In the 90's, the Internet appeared and offered opportunities for millions of entrepreneurs. Initially, the Internet was a military project. And until 1990, it was forbidden to use it for Commerce. In 1991, the network was opened to private companies. And they quickly found their way into its business opportunities, creating a market worth billions of dollars.

Studying the history of trade development will help you successfully organize activities in the field of commodity circulation. The experience of the past allows you to find ways to apply it in the present, to avoid some mistakes. Understand why some countries get rich and what you need for successful trade.

The study of the past allows you to identify some patterns of development and predict possible options for the future. Understand the main factors for promoting trade as geographical location, development of handicraft production.

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