

As for joint ventures, of all firms about 1 per cent had at least some joint venture with foreign firms. As far as subcontracting and commission work are concerned SME in this survey did not have subcontracting.

8.2.2 Business Performance

With respect to export and import activities, more than 60 per cent of companies are involved in the former and 10 per cent of them are involved in the latter. Production and marketing activities data included production and sales of goods and services, export and import. The 94 per cent of companies were domestically owned in Mae Sod and Ranong while there exists solely domestic firms in Trad, Mukdahan, Mae Sai, and Mae Sod. The service sales constituted about 77.8 per cent in Sakaew, 87 per cent in Mukdahan, and 72.2 per cent in Ranong while that of the service sales in Trad and Mae Sod represented about 45.5 per cent to 50 per cent respectively. About 88 per cent of companies in Sakaew emphasizes on the exports, followed by 62.5 per cent in Trad, 33.3 per cent in Mae Sai, 50 per cent each in Chiang Sean and Mukdahan.

Table 8.4 Growth of Production of Goods and Services

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i) Produce in the firm & sell									
Yes	0	0	0	0	25	28.6	7.7	26.7	11.0
No	100	100	100	100	75	71.4	92.3	73.3	89.0
total	100	100	100	100	100	100	100	100	100
(ii) Growth rate of production									
1-5%	-	-	0	50	45.5	0	0	46.7	17.8
6-10%	-	-	0	0	0	0	33.3	0	4.2
11-20%	-	-	0	0	9.1	50.0	0	0	7
21-50%	-	-	0	0	0	0	0	20.0	3
51-100 %	-	-	0	0	18.2	50.0	0	6.7	9.4
less than last year	-	-	100	50	27.3	0	66.7	26.7	34
total	-	-	100	100	100	100	100	100	100
(iii) Growth rate of sales									
1-5%	33.3	-	0	71.4	41.2	0	20	0	21
6-10%	33.3	-	0	28.6	5.9	33.3	0	0	12.6
11-20%	33.3	-	50	0	5.9	0	20	30	17
21-50%	0	-	0	0	11.8	0	0	10	3
51-100 %	0	-	0	0	11.8	66.7	60	60	24.8
less than last year	0	-	50	0	23.5	0	0	0	9
total	100	-	100	100	100	100	100	100	100
(iv) Services sales									
Services sales	22.2	54.5	0	13.3	40	11.1	50	27.3	22.3
No services sales	77.8	45.5	100	86.7	60	88.9	50	72.7	65
total	100	100	100	100	100	100	100	100	100
(v) Services sales per month									
minimum	-	0	-	-	100	0	60	14.3	9
average	-	100	-	-	0	0	40	85.7	28.2
max	-	0	-	-	0	100	0	0	13
total	-	100	-	-	100	100	100	100	100
(vi)Growth rate of service									
1-5%	100	33.3	50	33.3	35.7	60	50	43.8	51
6-10%	0	0	0	0	0	0	12.5	0	1.6
11-20%	0	0	0	0	14.3	0	0	0	2
21-50%	0	0	0	0	14.3	0	12.5	12.5	5
51-100 %	0	0	0	0	14.3	20	0	12.5	5.8
less than last year	0	66.7	50	66.7	21.4	20	25	31.3	35
total	100	100	100	100	100	100	100	100	100

Source: Calculations based on Appendix Table 8.3

Table 8.5 Growth of Exports of Goods and Services

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i) Export & domestic sales									
export only	81.8	62.5	50	44.4	0	33.3	57.1	50	47
export & domestic sales	18.2	37.5	50	55.6	100.0	66.7	42.9	50	52.6
total	100	100	100	100	100	100	100	100	100
(ii) Export/total sales (Per cent)									
1-25%	-	-	100	20	0	50	33.3	0	25
26-50%	-	-	0	20	0	0	33.3	16.7	8.8
51-75%	-	-	0	40	0	50	0	0	11
76-100%	-	-	0	20	100	0	33.3	83.3	30
total	-	-	100	100	100	100	100	100	100
(iii) Import and total sales									
import only	33.3	0	-	14.3	20	40	22.2	16.7	18
Import and domestic sales	66.7	100	-	85.7	80	60	77.8	83.3	69.2
total	100	100	-	100	100	100	100	100	100
(iv) Value of sales (thousand baht)									
domestic 50-100	50	-	-	0	0	40	25	-	14
101-500	0	-	-	100	0	0	0	-	12.5
501-1000	0	-	-	0	0	0	0	-	0
1000+	50	-	-	0	100	60	75	-	23
total	100	-	-	100	100	100	100	-	100
(v) export 50-100	16.7	0	-	0		33.3	0	-	6
101-500	0	0	-	0	0	0	0	-	0.0
501-1000	33.3	0	-	0	100	0	0	-	4
1000+	50	100	-	100	0	66.7	100	-	52
total	100	100	-	100	100	100	100	-	100

Source: Calculations based on Appendix Table 8.4

Figure 8.3 Number of Micro and SMEs Engaged in Foreign and Domestic Sales

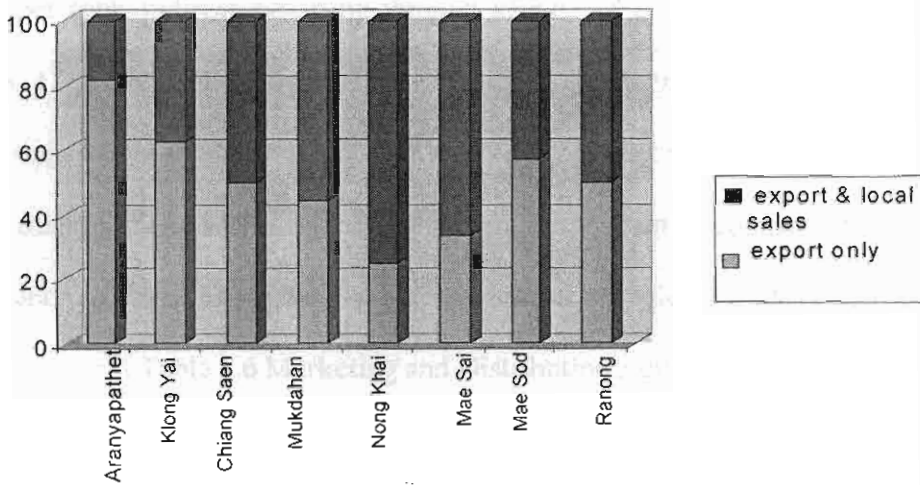
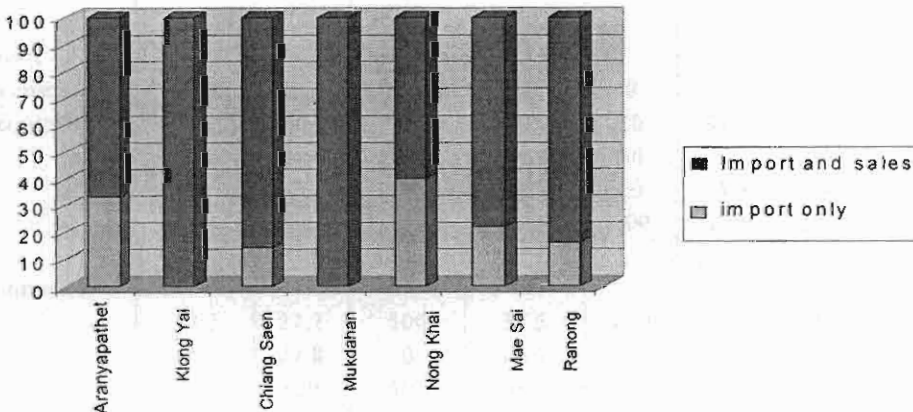


Figure 8.4 Number of Enterprises undertaking Import and Domestic Sales



8.2.3 Export Marketing Channels and Distribution

With respect to export marketing, data on the use of export marketing office and relative importance of export channels used in the border trade are collected. The role of marketing department depends on the type and size of company. Of the sample companies, 12 per cent of them in the survey expressed that they had an independent export marketing office, while other companies in Sakaew and Trad indicate that they have no such office.

The respective micro and SMEs' shares of the various export channels are direct exporting, 69 per cent; indirect exporting through agents, 18 per cent; and exporting through other channels, 13 per cent. A total of 74 per cent of the companies exported their own brands, the remainder exported other firms' product. About 62.5 per cent introduced the new product in Sakaew while other border remains unchanged. About 80 per cent of company did not advertise their products and majority of companies were not member of regional trade organizations.

Table 8.6 Marketing and Distribution Activities

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda han	Nong Khai	Mae Sai	Mae Sod	Ra- nong	Avera ge
(i) Marketing Department									
exist	9.1	0	0	7.1	-	20	11.1	40	11
none existence	90.9	100	100	92.9	-	80	88.9	60	77
total	100	100	100	100	-	100	100	100	100
(ii) Export channel									
direct export to customer	27.3	33.3	100	50	0	57.1	45.5	0	39
export-import company	0	0	0	0	20	28.6	18.2	50	14.6
agent	63.6	44.4	0	18.8	30	0	27.3	40	28
others	9.1	22.2	0	31.3	50	14.3	9.1	10	18
total	100	100	100	100	100	100	100	100	100
(iii) Use sub-contractor									
yes	33.3	22.2	100	33.3	13.3	33.3	12.5	31.25	35
no	66.7	77.8	0	66.7	86.7	66.7	87.5	68.75	65
total	100	100	100	100	100	100	100	100	100
(iv) Commissioning									
yes	0	22.2	100	13.3	27.8	28.6	18.2	31.3	30
no	100	77.8	0	86.7	72.2	71.4	81.8	68.8	70
total	100	100	100	100	100	100	100	100	100

Source: Calculations based on Appendix Table 8.4

Table 8.8 Market Access Activities

(Per cent)

	Sa Kaew	Trad	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i) Type of products									
company own	10	0	0	0	0	0	20	25	7
mostly local	30	90	100	100	22.2	50	20	45	57
re-export	60	0	0	0	22.2	25	60	30	25
mostly foreign	0	10	0	0	55.6	25	0	0	11
Total	100	100	100	100	100	100	100	100	100
(ii) Sales in 2003 (thousand baht)									
10-100	0	-	0	0	20	0	20	16.7	7
100-1000	0	-	0	0	20	0	0	41.7	8
1000-5000	50	-	0	40	40	50	40	33.3	32
5000-10000	0	-	100	0	0	0	0	8.3	14
10000+	50	-	0	60	20	50	40	0	28
Total	100	-	100	100	100	100	100	100	100
(iii) Number of Firm Exporting new product									
Yes exports include new product	62.5	16.7	-	-	25	25	36.4	8.3	19
No exports do not include new product	37.5	83.3	-	-	75	75	63.6	91.7	44
Total	100	100	-	-	100	100	100	100	100
(iv) Share of export of new product									
10-25%	-	-	-	-	-	50	100	-	19
26-50%	-	-	-	-	-	25	0	-	3
51-75%	-	-	-	-	-	25	0	-	3
75-100%	-	-	-	-	-	0	0	-	0
Total	-	-	-	-	-	100	100	-	100

Source: Calculations based on Appendix Table 8.5

Figure 8.5 Export Channels

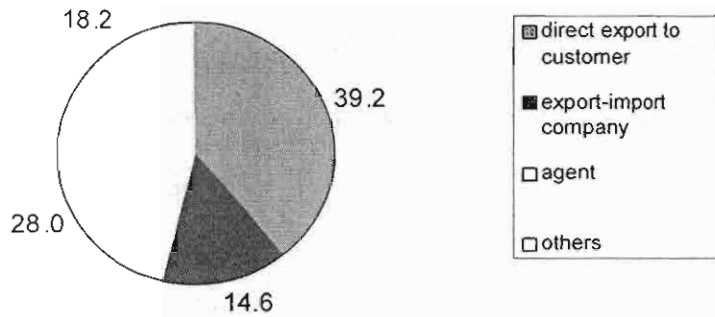


Figure 8.6 Use of Sub-contracting System

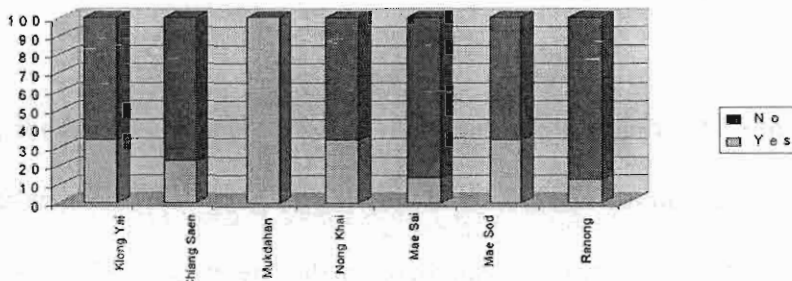
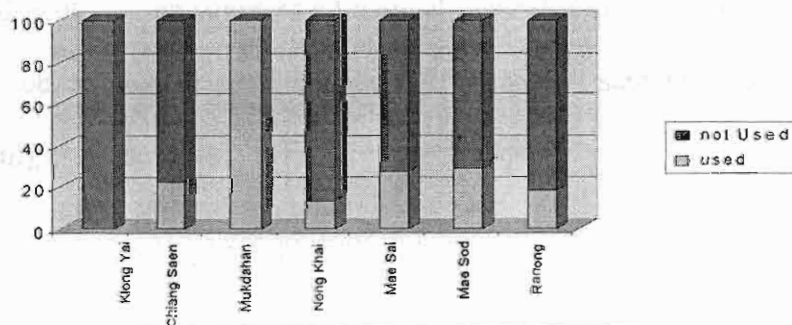


Figure 8.7 Commissioning System



8.2.4 Use of Banking Facilities and Payment System

As far as management practices are concerned, data on method of financing, payment system, contracting and sub-contracting are collected. With respect to the ability of obtaining information on foreign buyers or agents, only 12 per cent of the companies expressed a positive self-assessment in finding buyers or agents.

8.2.5 Trade Link, Niche Market and Assistance from Government

Most SMEs within border trade are exporting directly to a limited number of countries. Among the sample companies, 22 per cent have had experience in exporting through their agents.

In regard to the need of support from government organizations, the sample enterprises did not generally utilize them. However, 10 per cent of the enterprises utilize the trade agents. A total of 54 per cent of the respondents demanded the assistance from the organization of customer-side in finding new products, customers and distribution channels. At the same time, however, the relatively low scores for SME loans indicate that not all micro and SMEs needs are satisfied with the government's financial support programs. External support from private consultants, observation, reverse engineering, equipment suppliers, and local networks are appreciated highly by these firms.

Table 8.12 Assistance from Government

(Per cent)

	Aranya Prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i) Need assistance									
government	0	0	0	0	0	0	0	0	0
trade organization	0	0	0	0	10	0	0	0	0
Customer's side									
organization	100	62.5	100	66.7	40	50	53.3	0	54
none	0	25	0	0	20	50	33.3	82.4	24
other	0	12.5	0	33.3	30	0	13.3	17.6	10
Total	100	100	100	100	100	100	100	100	100
(ii)Need of loans									
Yes	0	14.3	100	21.4	40	33.3	25	33.3	28
No	100	85.7	0	78.6	60	66.7	75	66.7	59
Total	100	100	100	100	100	100	100	100	100
(iii)Required Loan amount (thousand baht)									
50-100	0	0	-	16.7	-	0	0	33.3	6
101-500	0	0	-	16.7	-	0	42.9	33.3	12
601-1000	0	0	-	33.3	-	0	0	0	4
1001-5000	0	0	-	33.3	-	0	14.3	16.7	8
500+	100	100	-	0	-	100	42.9	16.7	45
Total	100	100	-	100	-	100	100	100	100
(iv)Membership of trade organization									
member	45.5	25	0	43.8	53	16.7	26.7	35.3	24
non-member	54.5	75	100	56.3	47	83.3	73.3	64.7	63
Total	100	100	100	100	100	100	100	100	100

Source: Calculations based on Appendix Table 8.8

8.2.6 Limitations and Problems Faced by the Micro and SMEs

It would seem that the micro and SMEs are currently facing problems in a number of aspects. The problems faced by these enterprises are classified into: internal and external to the firms. The former include the cost of production and distribution, increased competition, bribery, high rent, no phone/fax; need training, location of firms and others. The latter reflects

income tax, export tax, import tax, delay in delivery, government policy, licensing, transportation, low demand, delivery delay, and others.

Figures 8.2 and 8.3 show the level of importance that the enterprises gave (by percentage) to the various problems faced by SME. Among internal problems, 'increased competition' was considered as the most significant (26 per cent) followed by cost of production (23 per cent), bribery (9 per cent), high rent (7 per cent), cost of distribution (5 per cent), location of business (3 per cent) and others (17 per cent). Of external problems, 'income tax' appeared a stronger constraint to the firms (16 per cent), while the transportation and export tax, low growth in demand and delay in delivery of consignments were seen as a relatively important constraint by the businesses. High import duty and government policy of partner's country form some limitations. The interviews with SMEs revealed that the small companies wanted with low interest bearing loans from the Government.

As for export capability of these firms, about 22 per cent of firms exported from their production while 78 per cent performed trading functions based on both their owned production and resales. Of all exporting firms, 52 per cent exported less than 50 per cent of their production; 42 per cent exported over 50 per cent; and about 6 per cent produced solely for the export market.

Table 8.7 Number of Countries Exported directly from Various Border Outposts (Per cent)

	Sa Kaew	Trad	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
Cambodia	76.9	85.7	0	0	-	0	0	0	20
Lao, PDR	7.7	0	0	46.7	-	0	0	0	7
Myanmar	7.7	0	0	0	-	50	77.8	31.3	21
Viet Nam	7.7	14.3	0	26.7	-	0	0	0	6
China	0	0	100	0	-	33.3	0	0	17
Japan	0	0	0	0	-	0	0	12.5	2
U.S.A.	0	0	0	0	-	0	0	12.5	2
U.K.	0	0	0	0	-	0	11.1	6.3	2
Other	0	0	0	26.7	-	16.7	11.1	37.5	11
Total	100	100	100	100	-	100	100	100	100

Source: Calculations based on Appendix Table 8.5

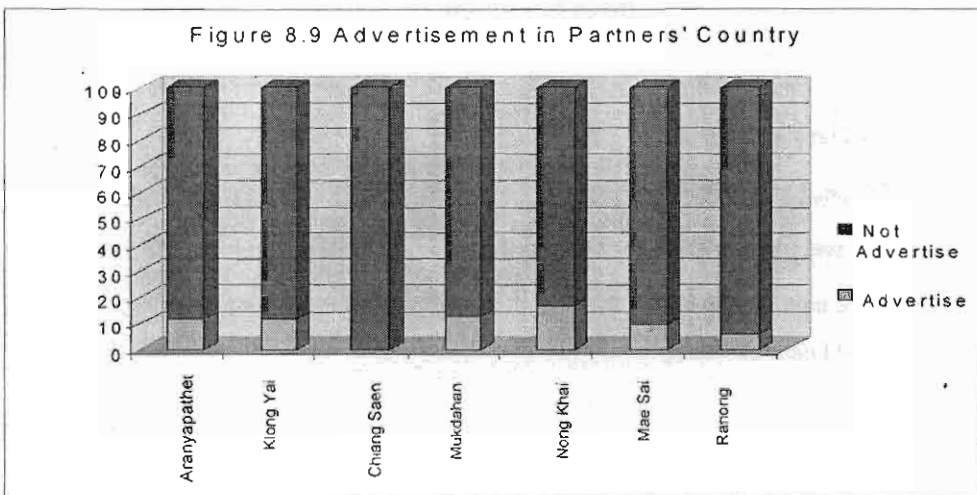
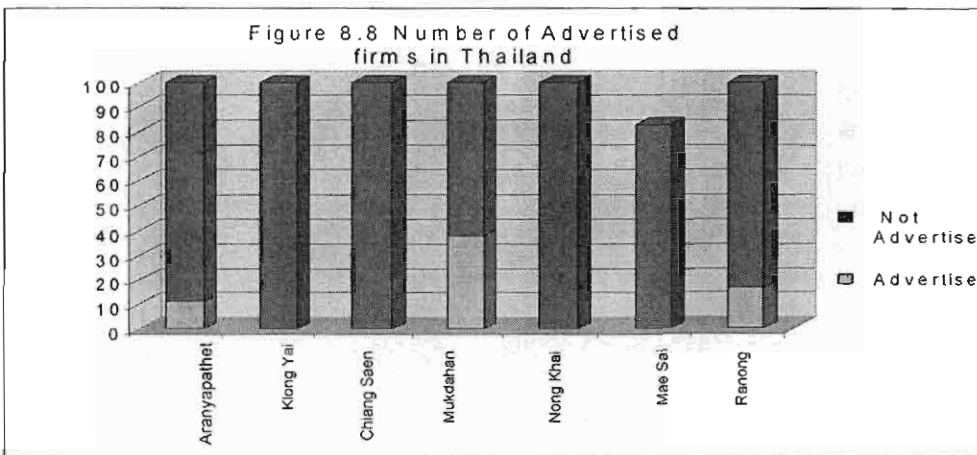


Figure 8.10 Currency used in Trade



Figure 8.11 Trade Payment System

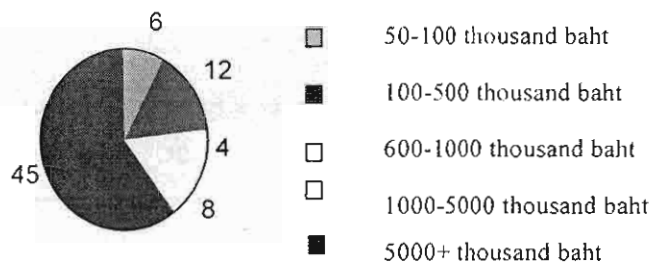
Figure 8.12 Required Amount of Loan from Government
(In thousand baht)

Figure 8.13 Use Internet in Trade

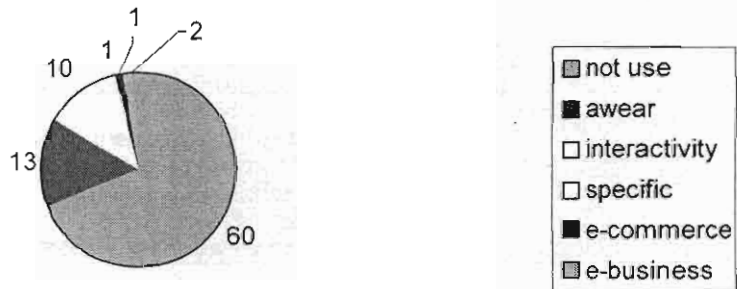


Figure 8.14 Use of E-Commerce in Trade

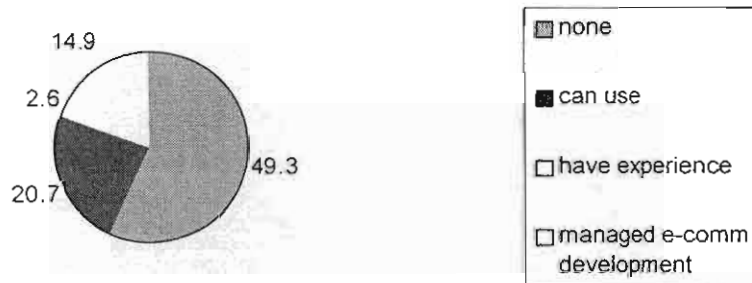


Figure 8.15 Internal Problems to the Firm

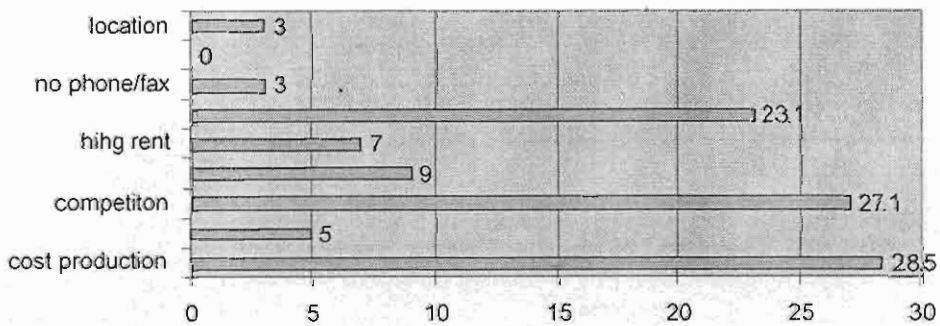


Figure 8.16 External Problems to the Firm

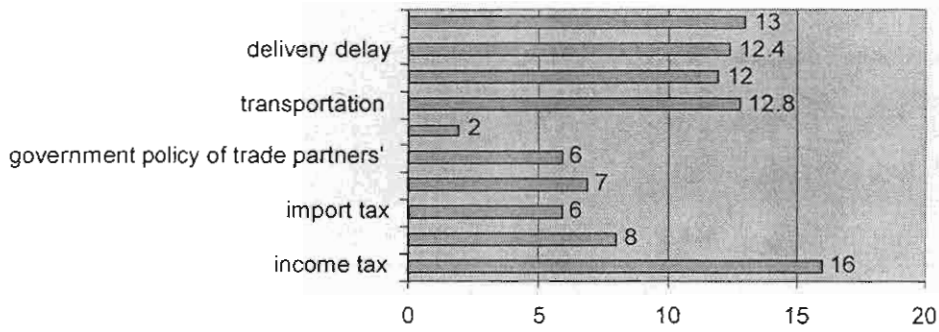


Figure 8.17 Areas that Require Assistance from Government

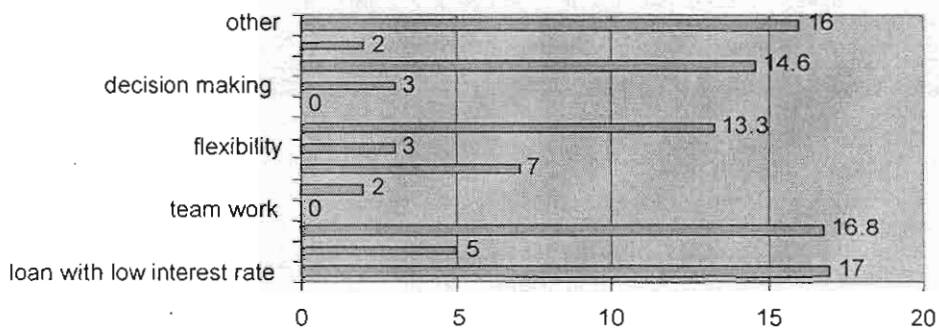


Figure 8.18 Payment in time

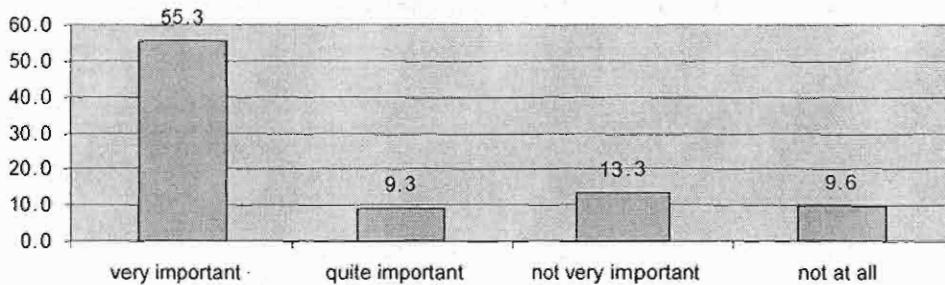


Figure 8.19 Trade committee

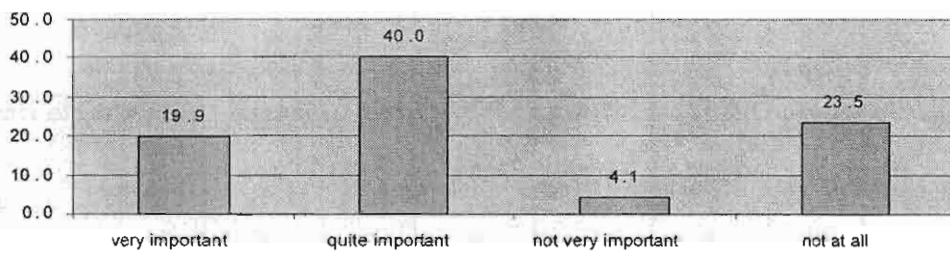


Figure 8.20 Customer Contact

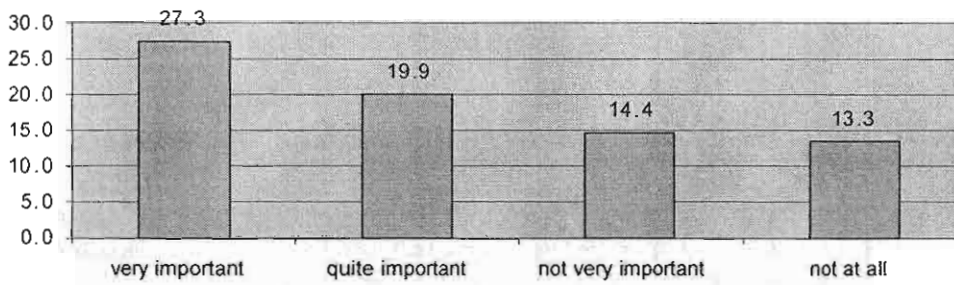


Figure 8.21 Problems faced by Foreign Customers

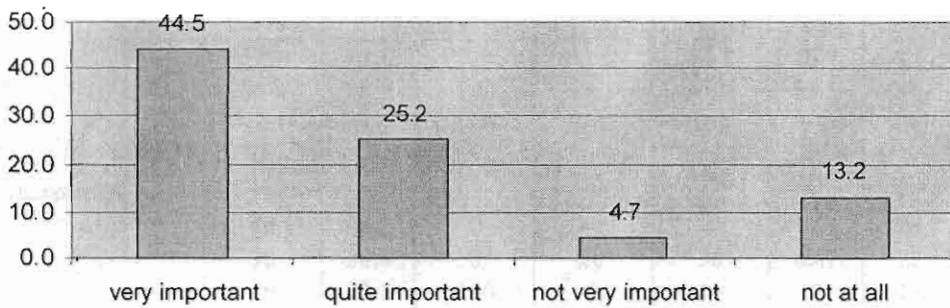


Table 8.9 Market Access Activities

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i) Frequency of customers' visit									
every day	44.4	25	0	35.7	33.3	40	41.7	27.3	31
every week	44.4	25	100	42.9	40	40	0	27.3	40
twice a week	0	0	0	0	0	10	16.7	9.1	4
every 2weeks	0	0	0	0	0	0	0	0	0
every 3weeks	0	25	0	7.1	6.7	10	8.3	0	7
once a month	11.1	25	0	14.3	20	0	33.3	36.4	18
(ii)Foreign direct sales (exports)									
Average	25	-	0	87.5	66	100	30	100	43
Minimum	25	-	100	0	11	0	30	0	19
Maximum	50	-	0	12.5	33	0	40	0	13
Total	100	-	100	100	100	100	100	100	100
(iii)Number of firms Advertised in Thailand									
Advertise	11.1	0	0	37.5	0	0	16.7	16.7	10
Not advertise	88.9	100	100	62.5	100	100	83.3	83.3	90
Total	100	100	100	100	100	100	100	100	100
(iv)Number of firms Advertised in partners' countries									
Yes	11.1	11.1	0	12.5	16.7	16.7	9.1	5.6	10
No	88.9	88.9	100	87.5	83.3	83.3	90.9	94.4	90
Total	100	100	100	100	100	100	100	100	100
(v)Business season									
Summer	50	46.2	0	80	50	14.3	50	72.7	39
Winter	30	30.8	0	20	36	85.7	25	22.7	27
Raining	20	23.1	100	0	14	0	25	4.5	22
Total	100	100	100	100	100	100	100	100	100

Source: Calculations based on Appendix Table 8.6

Table 8.10 Currency used and Payment System

(Per cent)

	Aranya Prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i)Currency used									
baht	71.4	77.8	100	72.7	0	88.9	41.7	88.2	68
partners' currency	0	11.1	0	27.3	100	11.1	8.3	5.9	20
both	28.6	11.1	0	0	0	0	41.7	5.9	11
dollar	0	0	0	0	0	0	8.3	0	1
total	100	100	100	100	100	100	100	100	100
(ii)Payment method									
credit	35.3	15.4	0	21.7	33.3	30	33.3	11.8	23
settlement later	0	0	0	4.3	5.6	0	0	0	1
cash	58.8	84.6	100	60.9	38.9	70	66.7	82.4	70
bank draft	5.9	0.0	0	13	22.2	0	0	5.9	6
Total	100	100	100	100	100	100	100	100	100

Source: Calculations based on Appendix Table 8.6

Table 8.11 Use of IT in Trade

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i)Internet use									
none	60	88.9	50	68.8	35	87.5	84.6	40	60
aware	30	11.1	0	12.5	35	12.5	15.4	24	13
interactivity	10	0	50	6.3	18	0	0	16	10
specific	0	0	0	0	12	0	0	8	1
e-commerce	0	0	0	0	0	0	0	8	1
e-business	0	0	0	12.5	0	0	0	4	2
total	100	100	100	100	100	100	100	100	100
(ii)Use of E-commerce									
none	30	100	0	66.7	33	66.7	64.3	66.7	49
can use	60	0	0	20	50	33.3	35.7	16.7	21
have experience	10	0	0	0	11	0	0	11.1	3
managed e-comm development	0	0	100	13.3	6	0	0	5.6	15
total	100	100	100	100	100	100	100	100	100

Source: Calculations based on Appendix Table 8.7

8.2.7 Supply Chain Management and Human Resource Development in SMEs

Almost 60 per cent of the businesses believed that their supply chain management status was above average. Similar rating was also obtained in relation to awareness of supply chain management in the firms.

Over 80 per cent of businesses provided on-the-job training (on-IT) for full time employees in the last financial year. The incentive schemes in SME included profit related bonuses, promotion, salary review, increase pay, and responsibility. Majority of business (34 per cent) offered some salary review, in comparison, some used increased pay scheme (28 per cent). Few businesses (1 per cent) offered promotion, and only did so in conjunction with other types of incentive schemes. The majority of firms (7 per cent) offering profit related bonuses.

Table 8.13 Supply Chain Management and E-commerce

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i)Supply change management status									
above average	0	10	0	14.3	18	0	14.3	17.6	7
Average	100	50	100	71.4	68	83.3	71.4	76.5	69
below average	0	40	0	14.3	14	16.7	14.3	5.9	11
total	100	100	100	100	100	100	100	100	100
(ii)Supply change management awareness									
above average	0	0	0	15.4	8	0	6.7	17.6	5
average	100	60	100	69.2	50	50	66.7	76.5	65
below average	0	40	0	15.4	42	50	26.7	5.9	17
total	100	100	100	100	100	100	100	100	100
(iii) Organization upgrade									
working place	88.9	66.7	-	46.7	40.7	75	50	17.6	43
enhance IT training	0	0	-	20	14.8	0	16.7	0	5
training team	11.1	0	-	6.7	14.8	0	0	11.8	4
e-commerce training	0	0	-	0	3.7	0	0	0	0
innovation	0	0	-	0	3.7	25	0	11.8	5
restructure	0	0	-	26.7	18.6	0	16.7	11.8	7
other	0	33.3	-	0	3.7	0	16.7	47.1	12
total	100	100	-	100	100	100	100	100.0	100
(iv) Reward system									
bonus	18.2	20	0	33.3	38.5	0	25	41.4	17
promotion	0.0	0	0	0	3.8	0	5	6.9	1
salary review	27.3	20	100	11.1	19.2	50	25	41.4	34
increase pay	54.5	40	0	38.9	23.1	50	35	3.4	28
responsibility	0	0	0	0	7.7	0	10	0	1
other	0	20	0	16.7	7.7	0	0	6.9	5
total	100	100	100	100	100	100	100	100	100

Source: Calculations based on Appendix Tables 8.7 and 8.8

Table 8.14 Problems Faced by SMEs and Required Assistance Government

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i)Internal to the firm									
production cost	18.8	40	50	17.6	40	33.3	17.6	10.5	28.5
distribution cost	0	0	0	0	-	16.7	17.6	5.3	5
competition	37.5	10	50	29.4	10	33.3	41.2	5.3	27.1
Transaction cost	31.3	0	0	11.8	-	16.7	5.9	5.3	9
high rent	12.5	0	0	0	-	0	0	47.4	7
others	0	50	0	41.2	50	0	17.6	26.3	23.1
no phone/fax	6.7	0	0	10.3	-	0	3.7	0	3
Need training	0	0	0	0	-	0	0	0	0
location	3.3	0	0	6.9	-	10	3.7	0	3
total	100	100	100	100	-	100	100	100	100
(ii)External to the firm									
income tax	10	9.1	25	20.7	-	30	14.8	16	16
export duty	13.3	18.2	25	3.4	-	0	3.7	4	8
import tax	0	0	25	3.4	-	10	3.7	4	6
delay in customer's supply	6.7	0	0	10.3	-	10	18.5	8	7
government policy of trade									
partners'	6.7	0	0	13.8	-	10	11.1	4	6
business licensing	3.3	0	0	0	-	10	0	0	2
transportation	23.3	18.2	0	6.9	25	10	14.8	4	12.8
low demand	6.7	27.3	0	17.2	37.5	0	7.4	0	12
delivery delay	10	0	25	3.4	37.5	0	11.1	12	12.4
other	10	27.3	0	3.4	-	10	7.4	48	13
total	100	100	100	100	100	100	100	100	100
(iii) Required assistance from government									
Loan with low interest rate	0	25	14.3	6.7	16.7	0	33.3	40	17
HR management	0	0	0	6.7	-	0	0	30	5
marketing building	16.7	0	14.3	20	16.7	50	16.7	0	16.8
team work	0	0	0	0	-	0	0	0	0
leadership	0	0	0	3.3	-	0	0	10	2
business information	33.3	0	14.3	6.7	-	0	0	0	7
flexibility	0	0	14.3	10	-	0	0	0	3
new customer	16.7	25	14.3	16.7	16.7	0	0	0	13.3
e-commerce	0	0	0	0	-	0	0	0	0
decision making	16.7	0	0	3.3	-	0	0	0	3
technology	16.7	0	0	6.7	16.7	50	16.7	10	14.6
risk	0	0	0	6.7	-	0	0	10	2
other	0	50	28.6	13.3	-	0	33.3	0	16
total	100	100	100	100	-	100	100	100	100

Source: Calculations based on Appendix Tables 8.8 and 8.9

Table 8.15 Factors Influencing Thailand's Exports

(Per cent)

	Aranya prathet	Klong Yai	Chiang Saen	Mukda- han	Nong Khai	Mae Sai	Mae Sod	Ranong	Average
(i)Exchange rate									
very important	50	25	0	10	-	33.3	41.7	13.3	22
quite important	37.5	25	100	20	-	0	25	0	26
not very important	0	25	0	20	-	33.3	25	6.7	14
not at all	12.5	25	0	50	-	33.3	8.3	80	26
total	100	100	100	100	-	100	100	100	100
(ii)Payment in-time									
very important	90	33.3	100	72.7	-	50	46.2	50	55
quite important	10	0	0	18.2	-	16.7	15.4	14.3	9
not very important	0	33.3	0	9.1	-	33.3	30.8	0	13
not at all	0	33.3	0	0	-	0	7.7	35.7	10
total	100	100	100	100	-	100	100	100	100
(iii)Trade committee									
very important	16.7	25	0	28.6	-	20	54.5	14.3	20
quite important	83.3	25	100	28.6	-	60	9.1	14.3	40
not very	0	0	0	14.3	-	0	18.2	0	4
not at all	0	50	0	28.6	-	20	18.2	71.4	24
total	100	100	100	100	-	100	100	100	100
(iv)Contact									
very important	16.7	-	100	12.5	-	33.3	27.3	28.6	27
quite important	33.3	-	0	75	-	16.7	27.3	7.1	20
not very	0	0	0	0	-	0	0	0	0
important	33.3	-	0	12.5	-	33.3	36.4	0	14
not at all	16.7	-	0	0	-	16.7	9.1	64.3	13
total	100	-	100	100	-	100	100	100	100
(v) Problems faced by customers									
very important	80	42.9	0	61.5	-	83.3	54.5	33.3	44
quite important	10	0	100	38.5	-	16.7	36.4	0	25
not very	0	0	0	0	-	0	0	0	0
important	10	14.3	0	0	-	0	0	13.3	5
not at all	0	42.9	0	0	-	0	9.1	53.3	13
Total	100	100	100	100	-	100	100	100	100

Source: Calculations based on Appendix Table 8.10

Multiple reasons were given for having assistance from government, the most common were about expansion: to 'Expand range of products/services' (75 per cent), 'Provide access to new markets' (56 per cent) and 'Develop services/products for current customers'. Fewer entrepreneurs demanded low interest loans. In regard to information on new opportunities in the border trade, there were no very negative answers and only 5 per cent of the respondents answered slightly negative.

In concluding this chapter, due to the rapid changes in the traded goods and increasing nature of competitiveness among GMS, SMEs are less likely to have experience in trade link in niche market. This may require more in the way of public provision of quite specific kinds of technological information and support that will be a challenge to supply on a cost-effective basis, to improve packaging and market penetration.

Some comments on SMEs regarding the ways in which their export marketing could be enhanced included more effective efforts by governments at regional levels by promoting intergovernmental relations, and facilitating the border trade. The most effective solution to solve the delays in payment systems seems to be the provision of an electronic system for reporting payment and greater competition among competitors.

CHAPTER NINE

FINDINGS AND POLICY IMPLICATIONS

9.1 Summary of Research Findings

There are several significant findings to be gleaned from this research. The manufacturing and services sectors were responsible for higher GDP growth in the GMS economies in the 2000s. The economic structures of Thailand and China are more diversified than other GMS countries resulting in more diversification in their trade. The gradual and significant structural transformation from agricultural based economies to industrial ones have taken place in Cambodia and Viet Nam, in contrast, Laos and Myanmar remain dependent on the agriculture. The economies of Laos and Myanmar have generally experienced higher rates of inflation than other countries during the period under the study. In particular, Laos and Myanmar had double-digit inflation rates in recent years. It points to the presence of weak monetary and banking systems.

Economic liberalization has resulted in the highest degree of trade openness in Thailand followed by Viet Nam, Cambodia, Laos and Myanmar. The export/GDP ratio of Cambodia increased substantially from 6.1 per cent in 1990 to 43.7 per cent in 2002, while the ratio of Laos rose from 9.1 per cent in 1990 to 16.3 per cent in 2002. Myanmar's export/GDP ratio improved slightly from 10 per cent in 1990 to 13 per cent in 2002, in comparison, the export/GDP ratio of Viet Nam rose significantly from 26.7 per cent in 1990 to 47.6 per cent in 2002. Thailand's export/GDP ratio constituted 26.7 per cent and 47.6 per cent in 1990 and 2002 respectively.

Cambodia, Lao PDR, Myanmar and Vietnam reveal more comparative advantage in the less processed commodities while higher comparative disadvantage can be found in commodities with a higher degree of industrial processing. In contrast, Thailand and China indicate relatively more comparative advantage in some processed goods and industrial processing.

First, a stable long run relationship exists for Thailand's exports, the real exchange rate and rate-of-world income. The evidence for cointegration is particularly strong for a real exchange rate measure constructed using unit labor costs. The price elasticity is high in the short run but reaches about one in the long run. Almost all countries in the sample have point estimates of long – run price elasticity larger than one, the unit – price elasticity cannot be rejected. The short–run income elasticities are on average less than 0.5, while the long–run income elasticities are on average close to 1.5.

Incentives and privileges under foreign investment law in GMS includes the tax holidays from 1 to 20 years, the reduction and/or exemption of tariff for export industries especially in EPZs and the privileges offered for remittance of the profits to overseas. Average FDI/GDP ratio for the 1990-2002 period stood at 4.14 per cent ranging between 6.19 per cent in Cambodia and 2.84 per cent in Laos, while growth rates of GDP were ranging between 4.87 percent in Cambodia and 1.97 per cent in Laos. Average FDI/GDP ratio of Myanmar showed the lowest share, that is 1.91 per cent compared to 12.75 per cent for Viet Nam for the same period. Myanmar which has the smallest share of foreign direct investment in GDP has lower export/GDP ratio. The research suggests that economic growth and earlier liberalization of the country would be even faster with more foreign direct investment as achieved in Thailand.

Thailand's exports to Viet Nam stood at 33.4 per cent of Thailand's total exports to GMS in 1997 to 43.3 per cent in 2002 resulting in a trade surplus with Viet Nam. In comparison, Thailand's imports from Viet Nam declined from 46.96 per cent of Thailand's total imports from GMS to 19.1 per cent in 2002. Moreover, the shares of Thailand's exports to Cambodia, Laos and Myanmar were 23.6 per cent, 18.2 per cent and 17.5 per cent in 2002 respectively. The share of imports from three countries showed 1 per cent, 7.47 per cent and 72.45 per cent in 2002 respectively. Thus Thailand experienced trade surplus with GMS countries except Myanmar.

The value of total exports from Thailand to Cambodia increased substantially from 2641 million baht in 1999 to 5611 million baht in 2003. Arlun Yaprathed and Klong Yai constituted two major trade outposts that accounted for over 90 per cent of the total exports. The trade activity between Thailand and Cambodia was highly concentrated and localized. The major products exported to Laos via Nong Khai were: rice, yarn, sugar, aluminum goods and clothes. As in the case of exports, imports were highly diversified. Thailand's major imports from Laos via Nong Khai are: alcoholic beverages, kerosene, footwear and electrical goods. Most important Laos provides unhindered transit facilities to Viet Nam to facilitate trade with third country.

The export through Mae Sareing doubled from 1997 to 2002, while the export at Mae Hong Sorn increased 4.7 times between 1990 and 2003. The export through Prajoubkerekhun increased from 32 per cent in 1999 to 53 per cent in 2003 while that of the export of Ranong rose 15 per cent in 1999 to 10 per cent in 2002. However, the export through Mae Sai declined from 12 per cent in 1999 to 10 per cent in 2003.

In summarizing this section, Myanmar is a major trading partner of Thailand with respect to border trade followed by Viet Nam, Laos, China and Cambodia. Some major characteristics of border trade between Thailand and neighboring countries are the differences in the trade policy implementation, lack of suitable transit transport infrastructure and insurance system consignment, the presence of significant volumes of informal trade, and the minimal use of banking facilities such as invoicing, trade finance, trade insurance and electronic payment systems in the border trade.

Since there exists no direct border between Thailand and China, Thailand's major exports to and import from Yunnan are being conducted through Chiang Saen and Mae Sai via Minlar at Myanmar-China border trade outpost. Thailand's exports to Yunnan include fruit, tyre, and vehicles while major exports from Yunnan indicate fruits, textiles, electrical appliances and electronics.

9.2 Policy Implications

These findings from the study on revealed comparative advantage suggest the existence of large room for the extension of intra-industry trade, in particular, vertical intra-industry trade promotion among GMS basing on relative factor endowments, and two-way trade deriving from economies of scale and product differentiation.

The research identifies that GMS countries' export performance varies across countries. In general, GMS countries' exports are positively influenced by major trading partners' income, and are adversely affected by the real exchange rate. The lagged export variable, foreign income, and real exchange rate provide most of the explanatory power. The other variables contribute only marginally in explaining the variability of GMS

countries' exports. Thus, exports do significantly react to both movements in the activity variable and the relative price, though slowly.

This study also offers some estimation related to the short term adjustment in trade given existing relationship among variables of concern. The existence of this link, stemming from the two estimated export demand functions, is sustained by the effects of the different relative price and income variables upon trade. Trade pattern differences are reflected in the respective countries' export demand equation price and income elasticities. Trading partners' income has a positive impact on the exports of Thailand and Viet Nam. These are, regarding Cambodia, very sensitive to the evolution of world income as reflected by the high level of income elasticity. In contrast, for Cambodia's equation, much lower income elasticity would suggest a high consolidation of trade flows.

The estimated error correction model for short-run changes in GMS exports seems to provide reasonable predictive explanations as regards the short-term dynamic adjustment to preserve long-run equilibrium.

The long-run implication obtained from the research is that GMS countries can improve their FDI positions by improving their macroeconomic management, liberalizing their FDI regimes and broadening their export bases. In addition, the existence of economic complementary in terms of differential factor endowment, close geographic proximity, dynamic private-sector initiative and support from GMS governments could enhance the regional cooperation and integration more viable in the context of special economic zones or growth zones.

The growth of population, the development of trade in agricultural and forest products almost certainly guarantee continued degradation of land and deforestation. A regional approach is needed to address this issue to avoid environmental impacts of trade in good and service as well as other social problems. The common recognition towards having a unique opportunity to develop the shared resources for mutual prosperity and to improve the lives of the 256 million people in GMS in a sustainable manner.

9.3 Suggestion for Further Research

An alternative approach to measure revealed comparative advantage in production of traded goods can be pursued applying the direct resource cost (DRC) of GMS economies is encouraging as further study. The evidence suggests that the most dominant long-run determinants of FDI in GMS are market growth, export-orientation policy and FDI liberalization. Thus further analysis is needed by incorporating the said factors influencing trade and FDI of these countries.

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Appendix Table 4.3 Cambodia's Export
(million US dollars)

SICT	1996	1997	1998	1999	2000
034	3	3	3	3	6
035	0	0	0	0	0
036	0	0	0	0	0
042	7	1	0	1	2
044	0	0	0	0	0
058	0	0	0	0	0
062	0	0	0	0	0
075	0	0	0	0	0
122	0	0	0	0	0
211	0	0	0	0	0
222	0	0	0	0	0
223	0	0	0	0	0
232	103.2	110.4	56.9	32.1	24.3
245	0	0	0	0	0
246	0	0	0	0	0
247	148	224	178	111	49
248	0	0	0	0	0
263	0	0	0	0	0
264	0	0	0	0	0
287	0	0	0	0	0
291	0	0	0	0	0
292	0	0	0	0	0
335	0	0	0	0	0
343	0	0	0	0	0
344	0	0	0	0	0
532	0	0	0	0	0
541	0	0	0	0	0
562	0	0	0	0	0
611	0	0	0	0	0
612	0	0	0	0	0
621	0	0	0	0	0
625	0	0	0	0	0
634	0	0	0	0	0
651	102	279	392	564	1012
661	0	0	0	0	0
676	0	0	0	0	0
685	0	0	0	0	0
761	0	0	0	0	0
762	0	0	0	0	0
763	0	0	0	0	0
785	0	0	0	0	0
784	0	0	0	0	0
843	0	0	0	0	0
844	0	0	0	0	0
845	161.9	215.7	336.9	324.9	340.0
846	0	0	0	0	0
885	0	0	0	0	0
893	0	0	0	0	0
897	0	0	0	0	0
911	0	0	0	0	0
941	0	0	0	0	0
971	0	0	0	0	0
Total	618	786	867	971	1399

Appendix Table 4.4 Cambodia's Import
(million US dollars)

SITC	1996	1997	1998	1999	2000
034	0	0	0	0	0
035	0	0	0	0	0
036	0	0	0	0	0
042	0	0	0	0	0
044	0	0	0	0	0
058	14	5	3	2	3
062	13	15	14	22	10
075	0	0	0	0	0
122	132.8	130.5	134.5	112	79.3
211	0	0	0	0	0
222	0	0	0	0	0
223	0	0	0	0	0
232	0	0	0	0	0
245	0	0	0	0	0
246	0	0	0	0	0
247	0	0	0	0	0
248	0	0	0	0	0
263	0	0	0	0	0
264	0	0	0	0	0
287	0	0	0	0	0
291	0	0	0	0	0
292	0	0	0	0	0
335	128	91	111	131	175
343	0	0	0	0	0
344	0	0	0	0	0
532	0	0	0	0	0
541	0	0	0	0	0
562	0	0	0	0	0
611	0	0	0	0	0
612	0	0	0	0	0
621	0	0	0	0	0
625	0	0	0	0	0
634	0	0	0	0	0
651	0	0	0	0	0
661	15	16	13	20	27
676	5	1	1	19	21
685	0	0	0	0	0
761	13	6	5	6	6
762	3	2	2	3	3
763	6	1	2	1	2
785	18	17	44	36	31
784	25	26	15	27	23
843	0	0	0	0	0
844	0	0	0	0	0
845	0	0	0	0	0
846	0	0	0	0	0
885	0	0	0	0	0
893	0	0	0	0	0
897	0	0	0	0	0
911	0	0	0	0	0
941	0	0	0	0	0
971	13	6	5	5	6
Total	1093	1050	1094	1230	1734

Source: United Nations (2001) International Trade Statistics Yearbook: Trade by Commodity, Vol. II, New York, U.S.A.

Appendix Table 4.5 Laos's Export
(million US dollars)

(SICT)	1996	1997	1998	1999	2000
034	0	0	0	0	0
035	0	0	0	0	0
036	0	0	0	0	0
042	0	0	0	0	0
044	0	0	0	0	0
071	0	19.2	48	15.2	12.1
074	0	0	0	0	0
075	0	0	0	0	0
081	0	0	0	0	0
211	0	0	0	0	0
222	0	0	0	0	0
223	0	0	0	0	0
232	0	0	0	0	0
245	0	0.5	0.4	0.8	1
246	-	-	-	-	-
247	0	89.7	115.4	84.9	87.1
248	0	18.1	8.4	8.3	15.4
263	-	-	-	-	-
264	0.1	0.2	0.0	0.0	0.1
287	0	0	0	0	0
291	0	0	0	0	0
292	0	0	0	0	0
335	0	0	0	0	0
343	0	0	0	0	0
351	0	20.8	66.5	90.5	112.2
532	0	0	0	0	0
541	0	0	0	0	0
562	0	0	0	0	0
611	0	0	0	0	0
612	0	0	0	0	0
621	0	0	0	0	0
625	0	0	0	0	0
634	0	0	0	0	0
651	0	90.5	70.2	72	91.6
663	0	0	0	0	0
667	0	0	0	0	0
685	0	0	0	0	0
687	0	0	0	0	0
724	0	0	0	0	0
744	0	0	0	0	0
773	0	0	0	0	0
784	0	0	0	0	0
785	0	17.1	17.8	38.4	22.1
844	0	0	0	0	0
845	0	0	0	0	0
846	0	0	0	0	0
885	0	0	0	0	0
893	0	0	0	0	0
897	0	0	0	0	0
899	0	15.3	10.1	27.9	9.6
941	0	0	0	0	0
971	0	41.5	0	0	0
Total	323	359	370	311	331

Source: Ibid.

Appendix Table 4.6 Laos's Import
(million US dollars)

(SICT)	1996	1997	1998	1999	2000
034	0	0	0	0	0
035	0	0	0	0	0
036	0	0	0	0	0
042	0	0	0	0	0
044	0	0	0	0	0
071	0	0	0	0	0
074	0	0	0	0	0
075	0	0	0	0	0
081	0	0	0	0	0
211	0	0	0	0	0
222	0	0	0	0	0
223	0	0	0	0	0
232	0	0	0	0	0
245	0	1.3	1.7	2	2.3
246	0	0	0	0	0
247	0	0	0	0	0
248	0	0	0	0	0
263	0	0	0	0	0
264	0	0	0	0	0
287	0	0	0	0	0
291	0	0	0	0	0
292	0	0	0	0	0
335	0	0	0	0	0
343	0	0	0	0	0
351	0	3.2	5.8	8.6	5.8
532	0	0	0	0	0
541	0	0	0	0	0
562	0	0	0	0	0
611	0	0	0	0	0
612	0	0	0	0	0
621	0	0	0	0	0
625	0	0	0	0	0
634	0	0	0	0	0
651	0	73.7	66.8	66.5	60.4
663	0	0	0	0	0
667	0	0	0	0	0
685	0	0	0	0	0
687	0	0	0	0	0
724	0	0	0	0	0
744	0	52.0	44.4	21	16.2
773	0	82.8	81.1	90.5	43.2
784	0	53.8	39.4	35.8	23.3
785	0	24.9	17	38.4	22.6
844	0	0	0	0	0
845	0	0	0	0	0
846	0	0	0	0	0
885	0	0	0	0	0
893	0	0	0	0	0
897	0	0	0	0	0
911	0	0	0	0	0
941	0	0	0	0	0
971	0	50.4	7	2.1	1.5
Total	690	706	553	525	

Source: Ibid.

Appendix Table 4.7 Myanmar's Export
(million US dollars)

(SICT)	1996	1997	1998	1999	2000
034	-	-	-	-	-
035	-	-	-	-	-
036	111.20	123.70	135.20	93.20	127.80
042	21.20	e	e	11.40	e
044	-	-	-	-	-
054	213.60	159.90	165.00	e	85.80
074	-	-	-	-	-
075	-	-	-	-	-
081	-	-	-	-	-
211	-	-	-	-	-
222	-	-	-	-	-
223	-	-	-	-	-
232	28.50	24.60	19.40	12.50	14.60
245	-	-	-	-	-
246	-	-	-	-	-
247	164.30	143.30	170.80	248.90	272.70
248	-	-	-	-	-
263	-	-	-	-	-
264	-	-	-	-	-
287	-	-	-	-	-
291	-	-	-	-	-
292	-	-	-	-	-
335	-	-	-	-	-
343	-	-	-	-	-
344	-	-	-	-	-
532	-	-	-	-	-
541	-	-	-	-	-
562	-	-	-	-	-
611	-	-	-	-	-
612	-	-	-	-	-
621	-	-	-	-	-
625	-	-	-	-	-
634	-	-	-	-	-
651	-	-	-	-	-
663	-	-	-	-	-
667	-	-	-	-	-
685	-	-	-	-	-
687	-	-	-	-	-
744	-	-	-	-	-
752	-	-	-	-	-
778	-	-	-	-	-
842	-	-	-	-	-
843	-	-	-	-	-
844	-	-	-	-	-
845	-	-	-	-	-
846	-	-	-	-	-
885	-	-	-	-	-
893	-	-	-	-	-
897	-	-	-	-	-
911	-	-	-	-	-
941	-	-	-	-	-
951	-	-	-	-	-
Total	744	866	1066	1125	1621

Source: Ibid.

Appendix Table 4.8 Thailand's Export
(million US dollars)

(SITC)	1996	1997	1998	1999	2000	2001
034	396.9	415.9	372.3	410.2	379.5	383.3
035	31.6	27.8	21.1	21.1	33.3	35.6
036	2075.0	1885.3	1754.8	1648.3	1865.0	1603.9
042	2001.9	2099.6	2102.4	1946.7	1628.5	1578.2
044	17.1	16.6	19.2	12.2	8.4	55.4
054	620.3	504.8	391.0	460.8	317.8	381.5
074	0	0.9	0.9	1.3	1.5	2.8
075	12.9	17.4	15.6	19.2	23.7	15.1
081	264.3	263.6	252.5	258.5	292.6	272.0
211	0	1.4	1.3	1.8	2.2	1.8
222	0	5.8	4.9	12.1	7.5	7.4
223	0	0.6	0.4	0.3	1.2	1.8
232	2500.7	1854.6	1343.8	1160.8	1510.6	52.5
245	0	1.8	1.2	1.6	0.4	0.8
246	24.8	24.7	19.2	25.3	29.7	39.5
247	0	0.0	0.8	0.1	0.0	0.0
248	0	71.8	61.5	108.2	130.1	124.1
263	0	6.2	4.5	3.2	1.9	2.5
264	1.2	1.2	1.2	0.9	0.9	0.5
287	0	17.6	9.6	8.4	11.1	19.1
291	27.6	26.0	23.9	29.0	31.5	29.3
292	90.3	91.1	83.4	87.5	97.9	95.0
335	28.4	50.0	59.8	74.3	206.2	229.0
343	0.0	97.7	47.5	0.0	28.9	0.0
344	0.0	111.7	69.9	145.8	244.5	185.1
532	5.0	4.9	5.3	4.6	4.2	3.4
541	0	44.7	41.8	39.7	48.2	52.8
562	0	22.4	19.1	20.8	19.2	17.6
611	284.2	311.2	222.7	185.1	208.5	254.9
612	247.9	225.7	196.7	242.8	235.0	114.0
621	76.1	77.9	72.3	96.1	116.5	116.1
625	249.4	283.8	324.4	315.7	344.5	380.4
634	-	62.3	76.6	117.0	145.8	139.7
651	560.0	619.3	461.9	468.1	518.9	490.9
663	79.5	83.0	71.3	110.1	194.3	191.7
667	1228.3	828.5	464.9	518.4	580.0	559.4
685	0	0.6	2.4	0.0	0.1	0.0
687	30.0	45.9	61.4	65.9	69.9	82.4
724	49.4	55.0	47.6	46.0	49.3	53.0
752	3549.2	2776.1	1810.7	1935.3	1999.2	1785.2
778	578.1	564.1	598.9	672.8	952.2	948.0
785	386.2	340.5	311.4	337.8	343.8	
843	718.4	644.1	607.4	613.4	669.7	405.3
844	235.8	208.5	184.6	194.6	200.3	247.3
845	839.8	978.0	1011.2	1025.1	1094.2	1272.0
846	771.0	720.0	720.2	711.4	762.8	83.4
885	427.1	390.5	331.8	245.5	282.3	284.6
893	537.8	562.5	503.0	557.4	635.3	589.8
897	932.0	998.0	846.2	912.5	901.7	1062.3
911	0	0	0	0	0	0.0
941	7.3	12.0	16.4	33.9	25.0	0.0
951	1.5	24.4	2.9	0.9	3.6	0.0
Total	55721	57402	54458	58440	69057	

Source: Ibid.

Appendix Table 4.9 Thailand's Import
(million US dollars)

(SICT)	1996	1997	1998	1999	2000	2001
034	500.8	595.9	619.7	558.1	457.6	672.2
035	0	1.6	1.1	1.8	2.6	1.8
036	172.7	185.3	183.3	206.6	230.1	258.5
042	0	0.2	0.5	0.8	0.2	0.1
044	0	39.6	30.7	15.8	37.7	3.6
054	0	34.6	16.9	20.4	23.1	23.5
074	0	2.3	1.5	1.5	2.0	3.9
075	0	5.5	5.5	5.6	9.9	11.5
081	630.8	617.7	369.3	436.1	486.8	571.0
211	171.5	176.7	123.9	121.6	145.1	192.1
222	138.1	282.2	175.2	213.7	297.3	296.5
223	0	3.3	4.2	3.4	3.1	2.4
232	0	123.7	99.3	126.0	141.8	151.5
245	2.3	1.1	0.3	0.6	1.6	1.2
246	0	0.4	0.0	0.0	0.0	0.1
247	249.0	176.4	50.7	96.0	125.8	98.0
248	679.1	428.5	165.3	201.6	234.7	245.6
263	693.5	477.3	449.7	396.7	472.6	492.8
264	4.8	0.8	0.0	0.3	10.4	8.7
287	91.3	123.9	121.1	136.4	161.4	205.2
291	45.9	24.3	27.8	22.3	35.9	46.6
292	0	61.1	53.4	54.4	66.3	61.8
335	137.7	104.7	55.3	75.7	110.6	102.6
343	0	0	0	0.3	108.6	650.3
344	0	0.0	0.1	0.0	0.1	0.2
532	13.5	11.4	8.5	9.7	9.7	10.2
541	0	233.1	173.4	217.1	214.6	229.4
562	718.3	548.5	426.3	452.2	450.9	484.6
611	250.8	231.2	204.9	260.6	246.2	261.8
612	0	1.7	1.3	2.1	3.4	3.5
621	0	56.3	34.3	42.1	56.2	64.3
625	0	42.7	22.4	32.4	38.1	48.3
634	0	46.4	24.4	23.1	30.8	30.4
651	242.4	218.5	227.3	269.4	369.8	353.9
663	185.1	167.2	115.9	137.4	179.0	168.4
667	1083.0	681.9	529.3	728.6	909.4	857.7
685	54.8	32.2	19.3	26.2	36.9	33.1
687	0	1.0	0.6	1.2	3.1	1.8
724	480.6	409.4	213.5	264.8	432.5	459.7
752	0	544.3	281.2	366.9	618.1	1038.6
778	1345.8	1270.6	977.2	1093.5	1407.5	1280.4
842	0	18.2	6.2	6.0	7.8	10.7
843	0	2.6	1.2	0.8	1.5	1.7
844	0	5.3	3.5	2.6	3.2	3.6
845	0	56.0	35.4	55.2	80.9	81.9
846	0	18.2	17.0	14.3	15.0	19.6
885	298.2	238.7	177.9	158.4	196.9	221.9
893	897.3	886.2	769.1	911.6	1120.1	816.5
897	65.7	46.5	39.0	52.8	89.3	101.4
911	0	0	0	0	0	0.0
941	0	0	0	0	0	0.0
951	109.9	90.0	32.8	10.3	6.2	0.0
Total	72336	62880	42971	50343	61924	

Source: Ibid.

Appendix Table 4.10 Viet Nam's Export
(million US dollars)

(SITC)	1996	1997	1998	1999	2000
034	0	0	0	0	0
035	e	e	47.0	27.2	e
036	470.2	558.5	619.2	811.8	879.9
042	606.1	631.8	1019.7	1025.1	418.9
044	e	3.1	3.4	0.4	e
054	0	0	0	0	0
074	e16.0	e	50.5	45.1	e
075	69.7	102.7	65.9	145.6	146.6
081	0	0	0	0	0
211	0	0	0	0	0
222	80.6	32.8	46.0	36.6	31.1
223	-	-	-	-	-
232	62.5	81.4	e	e	143.1
245	-	-	-	-	-
246	25.4	24.7	e	e	36.5
247	-	-	-	-	-
248	-	-	-	-	-
263	-	-	-	-	-
264	0.0	0.2	-	-	0.2
287	-	-	-	-	-
291	-	-	-	-	-
292	-	-	-	-	-
335	-	-	-	-	-
343	-	-	-	-	-
344	-	-	-	-	-
532	-	-	-	-	-
541	-	-	-	-	-
562	-	-	-	-	-
611	-	-	-	-	-
612	-	-	-	-	-
621	-	-	-	-	-
625	-	-	-	-	-
634	-	-	-	-	-
651	-	-	-	-	-
663	-	-	-	-	-
667	-	-	-	-	-
685	-	-	-	-	-
687	24.1	18.5	12.4	11.9	14.6
724	-	-	-	-	-
752	-	-	-	-	-
778	-	-	-	-	-
842	410.8	449.9	537.1	821.4	606.5
843	310.2	384.2	351.4	230.3	475.1
844	126.6	145.2	e	e	180.0
845	-	-	-	-	-
846	-	-	-	-	-
885	-	-	-	-	-
893	-	-	-	-	-
897	-	-	-	-	-
911	-	-	-	-	-
941	-	-	-	-	-
951	-	-	-	-	-
Total	7256	9185	9360	11541	11841

Source: Ibid.

Appendix Table 4.11 Viet Nam's Import
(million US dollars)

(SITC)	1996	1997	1998	1999	2000
034	-	-	-	-	-
035	-	-	-	-	-
036	-	-	-	-	-
042	-	-	-	-	-
044	-	-	-	-	-
054	-	-	-	-	-
074	-	-	-	-	-
075	-	-	-	-	-
081	-	-	-	-	-
211	-	-	-	-	-
222	-	-	-	-	-
223	-	-	-	-	-
232	-	-	-	-	-
245	-	-	-	-	-
246	-	-	-	-	-
247	-	-	-	-	-
248	-	-	-	-	-
263	-	-	-	-	-
264	-	-	-	-	-
287	-	-	-	-	-
291	-	-	-	-	-
292	-	-	-	-	-
335	34.8	e	11.2	123.3	62.4
343	-	-	-	-	-
344	-	-	-	-	-
532	-	-	-	-	-
541	-	-	-	-	-
562	410.7	409.3	474.0	442.7	490.7
611	70.1	94.8	88.7	161.4	163.7
612	84.5	97.0	e	e	162.2
621	-	-	-	-	-
625	-	-	-	-	-
634	-	-	-	-	-
651	-	-	-	-	-
663	-	-	-	-	-
667	-	-	-	-	-
685	-	-	-	-	-
687	-	-	-	-	-
724	200.9	181.5	147.8	199.5	198.9
752	-	-	-	-	-
778	-	-	-	-	-
842	-	-	-	-	-
843	-	-	-	-	-
844	-	-	-	-	-
845	-	-	-	-	-
846	-	-	-	-	-
885	-	-	-	-	-
893	-	-	-	-	-
897	-	-	-	-	-
911	-	-	-	-	-
941	-	-	-	-	-
951	-	-	-	-	-
Total	11144	11592	11500	11742	11942

Source: Ibid.

Appendix table 5.1 Real GDP, Export and Trade Partners' Income

Cambodia					Lao PDR				
	Real GDP	Real Export	Real ExpPrice	Trade Partners Income		Real GDP	Real Export	Real ExpPrice	Trade Partners Income
1990	1431	1118	457.5	132598	1990	1431	1118	457.5	132598
1991	1540	636	318.0	76018	1991	1540	636	318.0	76018
1992	1648	692	216.2	438219	1992	1648	692	216.2	438219
1993	1659	1035	424.9	268929	1993	1659	1035	424.9	268929
1994	1724	246	104.9	195965	1994	1724	246	104.9	195965
1995	1839	357	100.0	175642	1995	1839	357	100.0	175642
1996	1940	266	97.2	323995	1996	1940	266	97.2	323995
1997	1991	551	105.8	974131	1997	1991	551	105.8	974131
1998	1639	716	117.2	484970	1998	1639	716	117.2	484970
1999	3148	767	114.6	592977	1999	3148	767	114.6	592977
2000	3544	835	116.5	592696	2000	3544	835	116.5	592696
2001	3516	954	117.7	1115829	2001	3516	954	117.7	1115829
2002	3570	1214	114.2	1439548	2002	3570	1214	114.2	1439548

Myanmar					Thailand				
	Real GDP	Real Export	Real ExpPrice	Trade Partners Income		Real GDP	Real Export	Real ExpPrice	Trade Partners Income
1990		223	97.7	420799	1990	85344	22881	84.8	1855991
1991		248	91.1	627371	1991	92684	28330	87.6	1799066
1992		531	73.8	626983	1992	100137	32244	88.6	1863891
1993		631	68.9	656199	1993	108532	36553	89.5	1812798
1994		857	91.3	771915	1994	118232	44649	92.4	1802264
1995		933	107.9	722292	1995	128759	55731	100.0	1616204
1996		938	101.5	932548	1996	136392	54667	110.8	1709609
1997		975	91.5	1043114	1997	134023	56725	134.0	1791733
1998		1065	84.3	1250408	1998	113066	52878	150.5	1976100
1999		1281	78.1	1521241	1999	127435	56801	133.5	2336137
2000		1619	71.7	1886446	2000	119770	67889	138.6	2259616
2001		2533	85.0	1497377	2001	113049	63070	151.0	2194911
2002		2400			2002	125156		161.0	2145164

Viet Nam				
	Real GDP	Real Export	Real ExpPrice	Trade Partners Income
1990	6472	1731	211.6	431447
1991	6848	2042	216.2	952055
1992	7443	2475	193.7	876359
1993	8045	2985	163.1	950675
1994	8755	4054	132.0	1046866
1995	9591	5198	116.3	1010325
1996	10486	7255	100.0	863463
1997	11341	9185	92.0	855618
1998	11008	9361	91.3	975286
1999	27059	11540	95.3	1170042
2000	30260	14448	94.7	1367274
2001	31944	15027	93.1	1468951
2002	34088	16706	94.9	1950977

Source: United Nations (2001) International Trade Statistics Yearbook: Trade by Commodity, Vol. II, New York, U.S.A.

Appendix Table 7.1 Thailand's Trade with GMS (Million Baht)

	1997	1998	1999	2000	2001 r	2002 r
(A) Thailand's Exports						
Cambodia	9,619	12,411	13,381	13,915	20,770	22,140
Laos	11,816	15,266	15,566	15,383	18,249	17,093
Myanmar	12,573	14,127	14,935	20,235	15,742	13,935
Viet Nam	17,042	24,376	21,696	33,865	35,441	40,629
Total	51,050	66,180	65,578	83,398	90,202	93,797
(B) Thailand's Imports						
Cambodia	2,205	1,010	556	317	547	483
Laos	1,734	1,297	2,139	3,012	3,957	4,011
Myanmar	2,534	2,591	4,263	10,467	35,786	38,924
Viet Nam	5,731	9,645	8,688	13,331	14,520	10,310
Total	12,204	14,543	15,646	27,127	54,810	53,728

Source: National Economic and Social Development Board (NESDB), Bangkok Thailand. The Notation r denotes the revised figure.

Appendix Table 7.2 Thailand's Exports to Cambodia by Commodity (Thousand baht)

DESCRIPTION	1999	2000	2001	2002	2003
Other milk and cream concentrated	0	0	2324	299729	172639
Husked (brown) rice (cargo rice) 100 %	18909	8359	13398	0	0
Husked (brown) rice (cargo rice) 5 %	59559	58630	67226	0	0
Husked (brown) rice (cargo rice) 10 %	0	0	570	0	0
White non-glutinous rice 100 %	27668	32374	31169	0	0
White non-glutinous rice 5 %	15357	645	454	0	0
White non-glutinous rice 10 %	0	0	2627	0	0
White non-glutinous rice 15 %	7084	2559	2585	0	0
Broken non-glutinous rice a1 special	1975	0	0	0	0
White crystal or granulated sugar	777	0	0	2091392	599693
Other food preparations not elsewhere specified	19659	0	0	205905	0
Other flavoured and other non alcoholicbeverage,notinclu	864	0	0	268751	341241
Beer made from malt	0	0	0	508292	281582
Other porland cement	0	0	0	1134337	712443
Benzine regular	0	0	0	402418	225850
Benzine premium	0	0	0	486581	480735
Solar or diesel gas oil (high speed diesel oil)	0	0	0	1493230	856480
Lpg (liquefied petroleum gas)	0	0	0	224070	166352
Glutamic acid and monosodium glutamate	0	823	0	0	0
Monosodium glutamate	0	0	0	281275	253729
Other medicaments, consisting of mixed or unmixed	0	0	0	412612	332437
Other beauty make-up preparations and preparations	0	977	0	0	0
Shampoo	0	0	0	220350	196754
Other preparations for perfuming or deodorizing rooms	1248	0	0	0	0
The organic-phosphorus insecticides	0	1993	0	0	0
Tableware and kitchenware of other plastics.	0	596	0	0	0
Other articles of plastics or of other materials	0	2259	0	0	0
Other new pneumatic tyres, of rubber	0	0	0	286227	180173
Toilet paper.	1321	0	0	0	0
Made up fishing nets of nylon	0	0	0	0	124843
T-shirts, singlets and other vests, of cotton, knitted or cr	0	2048	829	0	0
Boys' ensembles of cotton,not knitted or crocheted	0	904	998	0	0
Men's trousers,bib and brace overalls	0	0	2513	0	0
Boys' trousers,bib and brace overalls	0	887	0	0	0
Flexible intermediate bulk containers of man-made	509	0	0	0	0
Other sacks and bags	1695	773	0	0	0
Other made up articles,including dress patterns	0	0	5051	0	0
Slipper, with outer soles and uppers of rubber	0	866	0	0	0
Other slipper, with upper soles	0	912	0	0	0

Contd:

Other footwear, with upper soles and upper of rubber	0	1610	3190	0	0
Other glazed ceramic flags and paving	0	1437	1098	0	0
Ceramic sinks, wash basins, baths, bidets	2846	0	0	0	0
Ceramic sinks, wash basins, baths, bidets	1414	0	0	0	0
Flat-rolled product of iron or non-alloy steel	0	0	1147	0	0
Other bars and rods of iron or non-alloy steel	0	0	0	199023	0
Coated electrodes of base metal, for electric arc-welding	443	0	0	0	0
Lead-acid electric accumulators	0	0	0	280913	195423
Other electro-thermic appliances	4747	0	0	0	0
Other passenger cars	0	0	600	0	0
Other passenger cars	0	0	0	318015	166259
Other passenger cars of a cylinder	0	0	600	0	0
Motorcycles (including mopeds) and cycles	0	0	0	1053392	333818
Ckd of 8711200	0	0	0	282003	593452
Bicycles and other cycles	0	1040	0	0	0
Other parts and accessories of motorcycle	0	0	0	366626	146019
Floating or submersible drilling or production platforms	0	0	0	0	5142468
Other instruments and appliances used in medical	685.951	0	0	0	0
Parts of seats, whether or not convertible into beds	0	0	451	0	0
Other wooden furniture	446	0	0	0	0
Samples of merchandise	0	0	1777	0	0
Sundries	1748	2514	4139	0	0
Total	168955	122206	142747	10815141	11502392
Other	3970	4988	4250	11223894	7681830
Grand total	172925	127194	146997	22039035	19184222

Source: Department of Customs, Bangkok.

Appendix Table 7.3 Thailand's Imports from Cambodia by Commodity
(Thousand baht)

DESCRIPTION	1999	2000	2001	2002
Live ballocks and cow, not for pure-bred breeding	94,010	7,683	24,469	8,368
Live buffaloes and cow, not for pure-bred breeding	12,377	5,696	5,806	0
Other fish meal, but not dried or smoked and fish in brine	10,728	4,882	0	7,488
Shrimps and prawns, dried, salted or in brine	3,757	0	6,434	0
Squid, dried, salted or in brine	27,103	0	0	0
Other milk and cream concentrated	8,906	51,335	46,308	0
Edible soya beans whether or not broken	36,768	0	0	0
Other plants and parts of plants, seeds and fruit	0	2,000	8,447	0
Bamboos	6,895	4,073	0	8,256
Rattans	14,012	6,551	14,489	0
Whole hides and skins of cattle, of a weight per skin	0	0	0	23,432
Other hides and skins of cattle, otherwise preserve	73,110	40,334	91,174	0
Other hides and skins of buffalo, otherwise preserve	0	0	7,439	0
Whole hides and skins of cattle, of weight exceeding	0	0	0	44,587
Whole hides and skins of buffalo, of weight exceeding	0	0	0	16,525
Railway or tramway sleepers (cross-ties) of wood, impregnate	0	0	7,079	12,023
Of tropical wood, wood sawn or chipped lengthwise	15,439	0	0	0
Keruing (yang), sawn or chipped lengthwise, sliced or peeled	37,954	16,050	14,234	5,918
Wood sawn or chipped lengthwise, sliced or peeled	0	31,646	0	0
Wood sawn or chipped lengthwise, sliced or peeled	26,144	7,235	7,432	0
Wood sawn or chipped lengthwise, sliced or peeled	13,016	15,173	0	0
Wood sawn or chipped lengthwise, sliced or peeled	4,532	10,464	0	0
Wood sawn or chipped lengthwise, sliced or peeled	20,084	11,147	15,383	21,265
Waste and scrap of paper or paperboard made mainly of mechan	0	7,526	9,347	6,506
Other pile fabrics, including terry fabrics, of cotton	0	0	0	7,645
Ferrous waste and scrap of other alloy steel	42,449	44,019	118,524	85,451
Tanks, casks, drums, cans, boxes and similar containers	0	5,758	19,696	0
Other lead alloys, unwrought	0	4,156	0	0
Other boring or sinking machinery for earth mineral or ores	0	4,839	0	7,945
Generating sets with compression-ignition internal combustio	0	4,305	0	0
Ckd of 8525200	0	0	0	10,512
Other machines and apparatus.	0	0	0	8,260
Track-laying tractors	0	0	11,910	0
Vans and pick up trucks which g.v.w. exceeding 5 tonnes	0	0	18,875	0
Other special purpose motor vehicles	5,331	0	0	0
Other trailers and semi-trailers	0	0	0	9,832
Tankers	0	0	6,000	0
Fishing vessels: factory ship and other vessels for processi	5,205	0	0	0
Parts and accessories of apparatus and equipment for photogr	0	0	20,525	25,546
Exported goods including re-exports which are re-imported	26,016	0	13,988	22,159

Contd:

Goods, covers by priviledges according to agreement	0	0	0	7,355
Sundries	0	0	0	15,482
Total	483,834	284,869	467,559	354,555
Other	34,812	31,811	77,606	92,011
Grand total	518,647	316,681	545,167	446,567

Source: Department of Customs, Bangkok.

Appendix Table 7.4 Thailand's Exports to Laos by Commodity (Thousand baht)

DESCRIPTION	1999	2000	2001	2002	2003
White crystal or granulated sugar	179,292	0	465,264	246,327	95,005
Other bread, pastry, cakes, biscuits and bakers'wares	0	122,776	0	0	0
Other flavoured and other non alcoholic beverage	418,737	420,886	675,695	388,690	266,164
Other preparations of a kind used in animal feeding	0	105,402	0	131,036	0
Other portland cement	429,629	391,988	501,705	357,419	244,595
Benzine regular for engine	547,669	679,166	909,639	0	0
Solar or diesel gas oil (high speed diesel oil) for engine	901,573	1,335,917	1,684,045	0	0
Lubricating oil	172,698	123,399	175,871	0	0
Benzine regular	0	0	0	915,497	686,083
Solar or diesel gas oil (high speed diesel oil)	0	0	0	1,738,532	1,451,355
Lubricating oil	0	0	0	167,901	120,877
Petroleum bitumen	0	0	0	0	105,247
Glutamic acid and monosodium glutamate	256,969	272,347	172,900	0	0
Monosodium glutamate	0	0	185,023	314,754	187,798
Other madicament consisting of mixed or unmixed products	0	119,541	0	0	0
Mineral or chemical fertilisers containing the three fertili	116,215	0	0	0	0
Soap in other form	0	0	0	266,514	0
Other new pneumatic tyres, of rubber	124,798	0	130,375	0	0
Other woven fabrics of cotton , containing 85% or more	0	0	231,690	296,375	197,934
Other woven fabrics of cotton , containing 85% or more	0	157,468	207,759	138,446	0
Corrugated sheets of asbestos-cement, of cellulose fibre-cem	112,953	111,725	127,895	0	93,218
Other glazed ceramic flags and paving, hearth or wall tiles	104,644	198,609	157,760	226,317	157,058
Flat-rolled products of iron or non-alloy steel	0	0	0	0	150,645
Stranded wire, cables, plaited bands and the like	111,944	0	0	0	0
New engines of a kind used for the propulsion of vehicles	0	0	0	147,342	0
Compression-ignition internal combustion piston engines	0	0	131,020	0	96,847
Refrigerator, household type and compression-type	121,339	254,128	548,349	464,072	178,915
Other ovens,cookers,cooking plates,boiling ring,grillers	182,249	465,433	562,071	477,117	297,624
Other electro-thermic appliances	298,620	0	0	0	0
Colour television recievers,whether or not incorporating	0	361,628	715,889	548,299	179,293
Ckd of 8701100	0	0	0	148,065	147,970
Other passenger cars, of a cylinder capacity exceeding 1,500	0	126,791	0	0	0
Dumpers with compression ignition external combustion piston	121,692	118,885	0	0	97,952
Vans and pick up trucks which g.v.w. not exceeding 5 tonnes	169,276	213,954	308,125	384,471	293,146
Motorcycles (including mopeds) and cycles	2,045,558	1,090,680	232,638	0	0
Other parts and accessories of motorcycles	2,621,815	1,435,577	958,340	311,165	0
Exported goods including re-exports which are re-imported	190,384	0	0	237,746	134,283
Total	9,228,055	8,106,301	9,082,052	7,906,084	5,182,008
Other	6,314,920	7,264,221	9,145,680	9,398,907	6,238,793
Grand total	15,542,975	15,370,522	18,227,733	17,304,991	11,420,801

Source: Department of Customs, Bangkok.

Appendix Table 7.5 Thailand's Imports from Laos by Commodity (Thousand baht)

DESCRIPTION	1999	2000	2001	2002
Keruing (yang), sawn or chipped lengthwise, sliced or peeled	371960	730748.3	855317.3	769414
Keruing (yang) in the rough, whether or not stripped of bark	203689	433235	232328	0
Live buffaloes and cow, not for pure-bred breeding	181758	213314	188830	183058
Wood sawn or chipped lengthwise, sliced or peeled	143381	169123	475544	751844
Coniferous wood sawn or chipped lengthwise, sliced or peeled	134016	81391	103715	117281
Tin ores and concentrates	114557	101345	125613	58990
Other wood in the rough, whether or not stripped of bark or	104318	116366	43111	0
Wood sawn or chipped lengthwise, sliced or peeled	80018	104667	241646	263105
Wood sawn or chipped lengthwise, sliced or peeled	70472	47527	124738	251762
Edible ground nuts, shelled, whether or not broken	0	0	0	34397
Other inductors	0	0	0	29724
Teak in the rough, whether or not stripped of bark	0	0	94165	21657
Zinc ores and concentrates	0	0	81184	0
Other coal, whether or not pulverised, but not agglomerated	64289	55594	76081	52407
Other non-industrial diamonds	0	0	0	51395
Exported goods including re-exports which are re-imported	49640	60263	70303	46484
Wood sawn or chipped lengthwise, sliced or peeled	46752	148233	245194	321457
Takien in the rough, whether or not stripped of bark or sapw	46663	253612	183511	0
Other veneered panels and similar laminated wood.	44719	46448	0	0
Dumpers with compression ignition external combustion piston	0	0	58975	0
Wood sawn or chipped lengthwise, sliced or peeled	43370	33695	54281	82998
Other tanned hides and skins of bovine	0	0	0	42018
Other non-coniferous wood continuously shaped	30705	0	0	41030
Krabak in the rough, whether or not stripped of bark	30238	36166	0	0
Pra-du in the rough, whether or not stripped of bark	26434	42447	0	0
Ma-ka in the rough, whether or not stripped of bark	26104	36501	61174	0
Wood sawn or chipped lengthwise, sliced or peeled	19527	30461	54118	42662
Fuel wood, in logs, in billets, in twigs, in faggots or in s	0	22669	0	0
Teak, scantlings of a thickness exceeding 6 mm not planed	0	0	42044	80390
Live ballocks and cow, not for pure-bred breeding	0	0	0	20995
Total	1832609	2763806	3411872	3263068
Other	305133	249843	544971	326304
Grand total	2137742	3013649	3956843	3589371

Source: Department of Customs, Bangkok.

Appendix Table 7.6 Thailand's Exports to Myanmar (Thousand baht)

DESCRIPTION	1999	2000	2001	2002	2003
Glutamic acid and monosodium glutamate	1,471,525	1,333,911	367,873	0	0
Other Portland cement	803,136	753,497	850,779	248,295	0
Palm oil , and its fractions	770,907	495,271	0	166,986	169,742
Other new pneumatic types, of rubber	502,333	543,257	405,441	368,796	249,614
Other flavored and other non alcoholic	422,473	608,820	338,500	333,986	203,088
Lubricating oil	404,646	400,710	391,377	369,652	232,611
Polypropylene, in primary forms	385,530	584,853	636,036	536,229	301,059
Other slipper, with upper soles	290,196	331,403	202,620	190,060	130,030
Cigarettes containing tobacco	287,675	0	0	0	0
Solar or diesel gas oil (high speed diesel oil)	270,077	437,993	250,360	0	0
Other milk and cream concentrated	241,474	314,949	254,196	135,143	0
Woven fabrics of cotton	213,864	0	153,764	0	136,775
Lead-acid electric accumulators of a kind	209,321	216,672	344,240	361,658	150,666
Other medicament	201,050	317,699	298,996	0	174,238
Bicycles and other cycles	195,458	0	0	0	0
Made up fishing nets of nylon	194,645	0	258,357	275,210	130,632
Benzene regular for engine	136,346	216,839	175,481	135,663	133,162
Other food preparations not elsewhere specified	134,845	187,968	0	0	0
Table, kitchen or other household article	132,973	0	0	157,591	0
Polyethylene, in primary forms	129,989	0	0	0	0
Parts of machinery of heading no 84.38	0	375,898	231,539	0	0
Palm oil and its fractions	0	293,991	255,192	337,909	628,081
White crystal or granulated sugar	0	267,263	0	0	0
Flat-rolled products of iron or non-alloy steel	0	203,517	195,865	0	0
Polyethylene, in primary forms	0	192,386	243,859	0	0
Other woven fabrics of cotton	0	181,648	0	0	0
Monosodium glutamate	0	0	290,228	441,875	482,501
Generating sets with compression-ignition	0	0	129,631	0	0
Parts of heading no 85.15	0	0	0	277,316	0
Other medicaments, consisting	0	0	0	261,483	0
Solar or diesel gas oil (high speed diesel oil)	0	0	0	188,765	221,569
Polyethylene, in primary forms	0	0	0	174,438	169,259
Poly(vinyl chloride), not mixed with any other	0	0	0	139,954	0
Other glazed ceramic flags and paving, hearth	0	0	0	130,198	0
Motorcycles (including mopeds) and cycles	0	0	0	0	184,231
Flat-rolled products of iron or non-alloy steel	0	0	0	0	344,818
Flat-rolled products of iron or non-alloy steel	0	0	0	0	158,933

Contd:

Colour television receivers	0	0	0	0	134,925
Other vegetable oils and their fractions boiled	0	0	0	0	130,888
Total	7,398,463	8,258,545	6,274,331	5,231,209	4,466,825
Other	7,454,670	11,935,156	9,365,255	8,371,059	6,077,592
Grand total	14,853,134	20,193,702	15,639,587	13,602,270	10,544,418

Source: Department of Customs, Bangkok.

Appendix Table 7.7 Thailand's Imports from Myanmar by Major Commodity
(Thousand baht)

DESCRIPTION	1999	2000	2001	2002
Natural gas, in gaseous state	0	4374317	28888387	31741562
Live buffaloes and cow, not for pure-bred breeding	1817465	2597954	1849279	2089171
Teak in the rough, whether or not stripped of bark	528369	1028164	1008255	1000029
Wood sawn or chipped lengthwise, sliced or peeled,	0	0	0	483783
Cathodes and sections of cathodes, unwrought	412934	300587	528626	379258
Shrimps and prawns, frozen	169283	187302	279265	106934
Live buffaloes and cow, not for pure-bred breeding	114627	74879	139345	108891
Coniferous wood sawn or chipped	0	0	0	339211
Teak, scantlings of a thickness exceeding 6 mm	102749	109656	54372	212988
Other, of the tropical wood specified in subheading	86319	0	60293	0
Other coal, whether or not pulverised	66552	429940	758735	619781
Tin ores and concentrates	0	51237	67937	0
Shrimps and prawns, live, fresh or chilled	0	0	103366	0
Wood sawn or chipped lengthwise, sliced or peeled	0	4806	78738	111309
Other wooden furniture	0		71474	0
Petroleum oils and oils obtained from bituminous	0	0	306412	0
Other raw hides and skins of (including buffalo)	58901	46661	280586	0
Wood sawn or chipped lengthwise, sliced or peeled	0	0	0	71216
Other fish, excluding livers and roes, fresh or chilled	0	0	0	62750
Parts of heading no.9403	57824	56813	110726	55181
Rubies, unworked or simply sawn or roughly shaped	55647	0	0	0
Skipjack or stripe-bellied bonits, excluding livers	54750	0	0	0
Cotton, not carded or combed	53283	0	0	0
Teak, scantlings of a thickness exceeding 6 mm	0	0	0	204574
Tin ores and concentrates	52175	62447	202422	145624
Other hides and skins of cattle, fresh or wet-salted,	47147	97419	130288	0
Other flat fish, excluding livers and roes, frozen	37260	66286	0	0
Shrimps and prawns, frozen	31561	153421	170474	0
Sundries	28715	164194	0	0
Other of tropical wood, wood sawn or chipped lengthwise	27780	0	0	53166
Spool, cops, bobbins, sewing thread rells	25889	0	0	0
Fruits of the genus capsicum or of the genus pimenta	0	45020	0	0
Wood charcoal (including shell or nut charcoal)	0	41439	0	0
Other builders' joinery and carpentry of wood	0	37268	118650	0
Other inductors	0	0	0	39321
Teak in the rough, whether or not stripped of bark	0	0	0	38143
Live ballocks and cow, not for pure-bred breeding	0	0	0	37177
Total	3829229	9973010	35207630	37900068
Other	429301	493736	580086	690949
Grand total	4258531	10466746	35787717	38591018

Source: Department of Customs, Bangkok.

Appendix Table 7.8 Thailand's Exports to Viet Nam by Commodity
(Thousand baht)

DESCRIPTION	1999	2000	2001	2002	2003
Other flavoured and other non alcoholic beverage	155,193	0	0	0	0
Other preparations of a kind used in animal feeding	520,564	1,040,440	685,725	648,622	594,883
Petroleum oils and oils obtained from bituminous	278,338	268,398	0	0	0
Benzine regular for engine	618,772	1,849,646	536,735	0	0
Kerosene and similar oils for lighting	298,866	0	974,930	0	0
Lpg (liquefied petroleum gas)	358,995	288,347	775,449	1,793,181	1,950,319
Petroleum bitumen	160,385	261,212	0	0	247,609
Other madicament consisting of mixed	447,394	652,691	518,780	603,542	347,049
Polyethylene, in primary forms	400,587	605,236	0	417,191	258,026
Polyethylene, in primary forms	435,633	597,841	828,630	821,399	692,902
Polypropylene, in primary forms	1,465,741	2,029,225	1,914,237	1,748,321	617,469
Polyvinyl chloride, not mixed	409,888	864,481	591,287	815,630	526,123
Plates, sheets, film, foil and strip	219,897	323,369	0	382,015	0
Wood sawn or chipped lengthwise	349,306	0	0	0	0
Polyester filament yarn, put up for retail sale	147,533	0	0	0	0
Flat-rolled products of iron or non-alloy steel	229,714	557,338	722,231	447,517	0
Other articles of iron or steel wire	195,418	0	0	0	0
Other parts suitable for use solely	384,802	634,810	687,595	1,038,144	261,676
Motorcycles (including mopeds)	1,571,749	1,942,777	443,903	0	0
Other parts and accessories of motorcycles	1,876,407	3,188,931	2,500,577	2,195,524	810,238
Longons, dried	0	1,465,412	0	0	0
Solar or diesel gas oil (high speed diesel oil)	0	1,247,658	659,634	0	0
Kerosene j.p.1	0	354,076	441,793	1,069,678	0
Parts of appliance of heading no. 8483	0	291,538	0	0	0
Bars, rods and profiles, of aluminum, not alloyed	0	241,639	351,681	0	0
Cement clinkers	0	0	852,594	2,167,216	1,473,433
Cane molasses, not flavoured or coloured	0	0	689,409	0	0
White crystal or granulated sugar	0	0	449,581	0	0
Other parts of invalid carriages	0	0	429,779	673,271	310,961
Soya-bean oil and its fractions	0	0	384,524	422,069	0
Other kerosene and similar oils for lighting	0	0	0	899,455	649,856
Solar or diesel gas oil (high speed diesel oil)	0	0	0	752,156	0
Cane molasses, not flavoured or coloured	0	0	0	559,835	281,076
Whole hides and skins, Grain splits, Leather	0	0	0	517,474	412,350
Cathode-ray television picture tubes, colour	0	0	0	334,939	0
Exported goods including re-exports	0	0	0	0	1,890,140
Kerosene J.P.1	0	0	0	0	563,104
Heavy fuel oil for use will boiler furnace	0	0	0	0	379,415

Contd:

Parts and accessories of the machines of heading	0	0	0	0	378,145
Other Leather further prepared	0	0	0	0	269,647
Total	10,525,183	18,705,064	15,439,073	18,307,177	12,914,420
Other	11,055	15,092	19,908	22,263	16,392
	044	121	655	875	963
Grand total	21,580,227	33,797,186	35,347,728	40,571,052	29,307,383

Source: Department of Customs, Bangkok.

Appendix Table 7.9 Thailand's Imports from Viet Nam by Commodity (Thousand baht)

DESCRIPTION	1999	2000	2001	2002
Switchboard control panels for a voltage not exceeding 1,000	5,578,174	7,874,613	6,823,033	2,431,225
Petroleum oils and oils obtained from bituminous minerals	0	1,169,787	1,851,258	1,290,857
Other boards,panels (including numerical control panel)	430,805	672,181	826,417	328,323
Other hides and skins of buffalo, fresh or wet-salted	420,037	111,849	0	0
Other hides and skins of buffalo, fresh or wet-salted	164,761	241,812	333,778	0
Giant black tiger prawn, frozen	0	0	0	302,301
Dentifrices	0	0	0	270,671
Self-adhesive plates, sheets, film, foil, tape, strip and	0	0	214,033	260,265
Electric motors of an output not exceeding 37.5 w	0	0	195,366	443,772
Other electric conductors,for a voltage not exceeding 80 v	0	0	155,578	0
Other raw hides and skins of bovine (including buffalo)	0	0	0	100,389
Crab,prepared or preserved,not in airtight containers	0	335,663	151,245	100,159
Edible ground nuts, shelled, whether or not broken	0	332,247	573,194	470,666
Anthracite, whether or not pulverised, but not agglomerated	147,889	242,159	350,224	646,455
Shrimps and prawns, frozen	141,441	197,154	334,182	0
Trunks, suit-cases, vanity-cases, executive-cases,brief-case	109,535	105,054	103,759	0
Cuttle fish frozen	96,084	108,883	0	75,693
Parts suitable for use solely or principally with the machin	84,709	0	0	0
Other yarn of polyester staple fibres mixed mainly or solely	0	100,398	104,257	71,798
Other structures (excluding prefabricates building of headin	0	79,730	72,699	65,791
Mosquitos sticks, put up in forms or packings for retail sale	0	63,886	0	0
Other hides and skins of cattle,fresh or wet-salted	73,188	60,652	82,288	0
Other articles of aluminum other than. Cloth, grill	67,591	0	0	0
Glassware of a kind used for table or kitchen purpose	62,698	0	68,829	0
Other inductors	61,011	0	0	0
Prepared or preserved crab	52,961	111,437	0	0
Electrical parts of machinery or apparatus, not specified	50,861	0	0	0
Fuses,for a voltage not exceeding 1,000 v	50,231	0	0	0
Parts and accessories of the machines of heading no. 8471	49,789	0	0	0
Other fans	43,828	0	0	0
Starter motors and dual purpose starter generators	43,644	0	0	0
Squid, dried, salted or in brine	41,281	106,699	244,842	87,664
Printed circuits	0	0	67,192	81,466
Fish fillets, frozen	0	56,629	65,635	0
Maize seed	0	51,233	0	0
Whole hides and skins of buffalo, of weight exceeding	0	0	0	128,965
Zinc ores and concentrates	0	49,470	150,925	112,050
Other shrimps and prawns, frozen	0	0	0	62,308
Other articles of iron or steel wire, not forged nor stamped	0	0	0	59,037
Total	7,770,519	12,071,535	12,768,735	7,389,854
Other	913,393	1,258,987	1,751,941	2,202,597
Grand total	8,683,883	13,330,522	14,520,677	9,592,451

Source: Department of Customs, Bangkok.

Appendix Table 8.1 Business Entry, Ownership and Establishment

	Arlun yaprated	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
Business entry								
< 1 year				2			1	2
1-5 years	1	1	1	2				3
6-10 year	4	1	1	5		2	4	5
10+	8	8		9		8	10	7
Total	13	10	2	18		10	15	17
Ownership								
1. Private	11	10	1	17		10	11	13
2. Collective								
3. Joint venture	1		1				1	4
4. Foreign subsidiaries				1				
Type of business								
domestic only	5	5	1	13		6	8	12
export only	7	5		6		2	4	8
import only				1				
both export & import	4		1	1		2	3	1
Establishments								
domestic	15	12	1	26		10	10	16
foreign	1			4				1
total	16	12	1	30				

Source: Compilations based on the survey data.

Appendix Table 8.2 Labour and Capital Status

	Arlun yaprathed	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
Number of workers								
1-4 workers	2	6	2	10		8	2	5
5-9 workers	4			2			2	3
10-19workers	4	2		3		1	3	2
20-49worker	1	3		1		1	4	3
50-99worker	1			1			2	1
100-199wks							1	3
Domestic Capital(thousand)								
50-100		2	2	1		10	2	2
100+ -500		2		1			2	5
500+ -1000	3	2		3			3	1
1000+ -5000	4	1		6			3	2
5000+ -10000	3	1		6				5
10000+ -50000	1	1		1			3	1
Foreign Capital(thousand)								
50-100								
100+ -500								
500+ -1000								
1000+ -5000								
5000+ -10000				1				
10000+ -50000							1	

Source: Compilations based on the survey data.

Appendix Table 8.3 Production and Sales

	Arlun yaprated	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
Produce and sales								
Yes						2	1	4
No	8	11	2	15		5	12	11
Total	8	11	2	15		7	13	15
Growth rate of production								
1-5%				1				7
6-10%							1	
11-20%						1		
21-50%								3
double						1		1
< last year			1	1			2	4
Number of firms								
Sales/month								
Minimum							4	
Average				9			4	4
Max						3		
growth rate of sales								
1-5%	2			5			1	
6-10%	2			2		1		
11-20%	2		1				1	3
21-50%								1
double						2	3	6
< last year			1					
Service								
Only service	2	6		2		1	7	3
No	7	5	2	13		8	7	8
Total			2	15		9	14	11
Service sales/month								
Minimum							3	1
Average		2					2	6
Max						1		
Growth rate of service								
1-5%	2	2	1	2		3	4	7
6-10%							1	
11-20%								
21-50%							1	2
double						1		2
< last year		4	1	4		1	2	5

Source: Ibid

Appendix Table 8.4 Export-Import Performance

	Arlun yapraphed	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
Export & domestic sales								
Export only	9	5	1	8		3	8	8
export & sales	2	3	1	10		6	6	8
Total	11	8	2	18		9	14	16
Export/total sales (%)								
1-25%			1	1		1	1	
25-50%				1			1	1
51-75%				2		1		
76-100%				1			1	5
Import/total								
Import only	2			2		2	2	2
No	4	5		12		3	7	10
Total	6	5		14		5	9	12
Sales (thousand baht)								
domestic	50-100	1				2	1	
	100-500			4				
	500-1000							
	1000+	1				3	3	
export	50-100	1				1		
	100-500							
	500-1000	2						
	1000+	3	1	1		2	1	
Marketing Strategy								
(a)Marketing Department								
YES	1			1		2	1	6
NO	1							
none existence	0	7	2	13		8	8	9
(b)Way to Export								
Direct export to customer	3	3	1	8		4	5	
Export-import company						2	2	5
Agent	7	4		3			3	4
Others	1	2		5		1	1	1

Contd:

(c)Use sub-contractor

Yes	3	2	1	5	2	1	5
No	6	7		10	4	7	11
Total	9	9	1	15	6	8	16

(d)commissioning

Yes		2	1	2	2	2	5
No	8	7		13	5	9	11
Total	8	9	1	15	7	11	16

Source: Ibid

Appendix Table 8.5 Trading Partners

	Arlun yapraphed	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
Export countries								
Cambodia	10	6						
Laos, PDR	1			7				
Myanmar	1					3	7	5
Viet Nam	1	1		4				
China			1			2		
Japan								2
USA								2
UK							1	1
Other				4		1	1	6
Cambodia	6							
Laos, PDR				2				
Myanmar						2	4	1
Viet Nam								
China			1			1		
Japan								
USA								
UK								
Others				2			1	1
Product, Domestic Sales and Export								
Type of products								
company own	1						1	5
mostly local	3	9	1	8		2	1	9
re-export	6					1	3	6
mostly foreign		1				1		
2003 sales								
10-100							1	2
100-1000								5
1000-5000	2			2		1	2	4
5000-10000			1					1
10000+	2			3		1	2	
New Export								
Yes	5	1				2	4	1
No	3	5				4	7	11
Total						6	11	12
Share of New Export								
10-25%						2	1	
26-50%						1		
51-75%						1		
75-100%								

Source: Ibid

Appendix Table 8.6 Numbers of Overseas Customer

	Arlun yaprathed	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
customers' visit								
every day	4	1		5		4	5	3
every week	4	1	1	6		4		3
twice a week						1	2	1
once a month	1	1		2			4	4
every 2wks								
every 3wks		1		1		1	1	
Foreign purchase								
Average	1			7		5	3	5
Minimum	1		1				3	
maximum	2			1			4	
41								
Yes	4			2			3	16
No	6	7	1	12		8	8	1
Total	10	7	1	14		8	11	17
Summer	5	6		8		1	6	16
Winter	3	4		2		6	3	5
Raining	2	3	1				3	1
Advertise in Thailand								
Yes	1			6			2	3
No	8	10	1	10		7	10	15
Total	9	10	1	16		7	12	18
Adv in partners' c								
Yes	1	1		2		1	1	1
No	8	8	1	14		5	10	17
Total	9	9	1	16		6	11	18
The Exchange Rates and Payment System								
Currency in most trade								
Baht	10	7	1	8		8	5	15
Partners' currency		1		3		1	1	1
Both	4	1					5	1
dollar							1	
Payment method								
credit	6	2		5		3	5	2
pay later				1				
cash	10	11	1	14		7	10	14
bank draft	1			3				1

Source: Ibid

Appendix Table 8.7 Types of Assistance for Government or Organizations

Organizations part' c	Arlun yaprathe	Klong Yai	Chiang Saen	Mudda- Han	Nong Khai	Mae Sai	Mae Sod	Ranong
1 Government								
2 Trade orga								
3 Customer	7	5	1	10		3	8	
None		2				3	5	14
other		1		5			2	3
Need of loans								
Yes		1	1	3		2	3	6
No	8	6		11		4	9	12
Total	8	7	1	14		6	12	18
Loans amount				1				
50-100				1				2
100-500							3	2
600-1000				2				
1000-5000				2			1	1
5000+	1	1				2	3	1
Membership								
Yes	5	2		7	1	4		6
No	6	6	1	9	5	11		11
Total	11	8	1	16	6	15		17
Supply Chain Management and E-commerce Facility								
Change management								
Above avg		1		2		2		3
Agrage	11	5	1	10	5	10		13
below avg		4		2	1	2		1
Change management awareness								
Above avg				2		1		3
Agrage	11	6	1	9	3	10		13
below avg		4		2	3	4		1
Internet use								
not use	6	8	1	11	7	11		10
aware	3	1		2	1	2		6
interactivity	1		1	1				4
specific								2
e-commerce								2
e-business				2				1

Contd:						
Use of E-commerce						
none	3	8	10	4	9	12
can use	6		3	2	5	3
have experience	1					2
managed e-comm dev		1	2			1

Source: Ibid

Appendix Table 8.8 The Difficulties Faced by SMEs

	Arlun Yaprathed	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
Business Problems								
cost production	3	4	1	3		2	3	2
distri cost						1	3	1
competitor	6	1	1	5		2	7	1
bribery	5			2		1	1	1
High rent	2							9
others	5		7			3	5	
Major treath								
1.location	1			2		1	1	
2.income tax	3	1	1	6		3	4	4
3.export tax	4	2	1	1			1	1
4.import tax		1	1		1	1	1	
Training								
delay in costum	2			3		1	5	2
Govt. policy	2			4		1	3	1
Licensing	1					1		
transportation	7	2		2		1	4	1
no phone/fax	2			3			1	
low demand	2	3		5			2	
devivery delay	3		1	1			3	3
other	3	3		1		1	2	12
Organization upgrade	7							
working place	8	4		3		3	6	3
engance IT training				1			2	
Training team	1							2
e-commerce traning								
innovation						1		2
restructure				4			2	2
other	2					2	8	
Reward								
bous	2	2		6			5	12
promotion							1	2
salary review	3	2	1	2		3	5	12
incre pay	6	4		7		3	7	1
responsity							2	
other	2		3				2	

Appendix Table 8.9

Contd:

	Arlun Yapraphed	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
Sales promotion								
insuff capital	1	1	4		1	1	7	
raw material			4			2	2	
lab shortage	3		2			1	1	
location	1					1	2	
tax			6				1	
license	1		1	6		2		
interest rate		1	5		1		1	
export tax		1						
import tax			1	2				
other	1	2	1	4			2	
required services								
loan	1	1	2			2	4	
HR manage			2				3	
Marketing	1		1	6			1	
building					1			
team work								
leadership				1				1
bus info	2		1	2				
flexibility			1	3				
new cusmer	1	1	1	5				
e-comm								
decision mk	1			1				
Technology	1			2		1	1	1
risk			2				1	
other	2	2	4			2		

Source: Ibid.

Appendix Table 8.10 Factors Influencing The Border Trade

	Arlun yaprathed	Klong Yai	Chiang Saen	Mudda- han	Nong Khai	Mae Sai	Mae Sod	Ranong
exchange rate								
Very Impt	4	1		1		2	5	2
Quite Impt	3	1	1	2			3	
Not very Imp		1		2		2	3	1
Not at all	1	1		5		2	1	12
payment in-time								
Very Impt	9	1	1	8		3	6	7
Quite Impt	1			2		1	2	2
Not very Imp		1		1		2	4	
Not at all		1					1	5
Trade committee								
Very Impt	1	1		2		1	6	2
Quite Impt	5	1	1	2		3	1	2
Not very Imp				1			2	
Not at all		2		2		1	2	10
contact								
Very Impt	1		1	1		2	3	4
Quite Impt	2			6		1	3	1
Not very Imp	2			1		2	4	
Not at all	1					1	1	9
customers problem								
Very Impt	8	3		8		5	6	5
Quite Impt	1		1	5		1	4	
Not very Imp	1	1						2
Not at all		3					1	8

Source: Ibid.

Outputs

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