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## **APPENDICES**

## Appendix A

### Statistic Data

Table A-1: Top 10 product exports of Thailand

Items	Value : Million US\$				Growth rate %		
	1999	2000	2001	2002	2000	2001	2002
Automatic data processing machines and parts thereof	81,21.6	87,39.5	7,947.5	7,464.2	7.61	-9.06	-6.08
Electronic integrated circuits	29,44.6	44,84.0	3,512.2	3,452.8	52.28	-21.67	-1.69
Motor cars, motor vehicles, parts and accessories	19,02.3	2,419.4	2,655.0	2,920.3	27.18	9.74	9.99
<b><i>Clothing</i></b>	<b><i>29,15.6</i></b>	<b><i>3,132.7</i></b>	<b><i>2,914.4</i></b>	<b><i>2,724.1</i></b>	<b><i>7.44</i></b>	<b><i>-6.97</i></b>	<b><i>-6.53</i></b>
Precious stones and jewelry	17,66.3	1,741.8	1,837.2	2,169.5	-1.38	5.47	18.09
Radio broadcast receivers, television receiver and part thereof	13,46.5	1,964.9	1,692.8	2,102.0	45.93	-13.85	24.17
Canned fish	20,10.1	2,067.1	2,014.6	2,016.4	2.83	-2.54	0.09
Polymers of ethylene, propylene, etc. in primary forms	12,15.3	1,865.6	1,615.0	1,798.1	53.51	-13.43	11.33
Rubber	11,59.3	1,524.7	1,326.0	1,740.3	31.52	-13.03	31.24
Rice	1,948.9	1,641.0	1,582.7	1,631.7	-15.80	-3.55	3.10
<b>Total 10 items</b>	<b>25,330.4</b>	<b>29,580.7</b>	<b>27,097.5</b>	<b>28,019.4</b>	<b>16.778</b>	<b>-8.39</b>	<b>3.40</b>
<b>Others</b>	<b>33,133.1</b>	<b>40,043.5</b>	<b>38,085.7</b>	<b>40,883.5</b>	<b>20.86</b>	<b>6.97</b>	<b>7.35</b>
<b>Total</b>	<b>58,463.4</b>	<b>69,624.2</b>	<b>65,183.2</b>	<b>68,902.9</b>	<b>19.09</b>	<b>-6.38</b>	<b>5.71</b>

Source: Custom Department

Table A-2: Clothing exports of Thailand classified by markets

Markets	Value (million US\$)				Share (%)			
	1998	1999	2000	2001	1998	1999	2000	2001
1.USA	1,552.8	1,564.6	1,762.5	1,712.6	50.57	51.68	54.23	55.56
2.EU	672.5	711.1	727.0	651.5	21.90	23.49	22.37	21.17
3.Japan	234.4	219.9	203.4	186.5	7.64	7.27	6.26	6.06
4.Middle East Asia	199.3	166.9	157.4	132.8	6.49	5.52	4.85	4.32
5.Africa	82.9	67.9	63.7	78.0	2.70	2.25	1.96	2.54
6.ASEAN	40.2	47.3	56.6	57.3	1.31	1.56	1.74	1.86
7.Eastern Asia	49.4	37.1	41.0	39.5	1.61	1.23	1.26	1.29
8.Eastern EU&CIS	45.5	36.8	41.3	30.8	1.48	1.22	1.27	1.00
9.Central America	30.4	17.5	24.3	37.0	0.99	0.58	0.75	0.88
10.Southern Asia	15.6	15.5	13.9	22.7	0.51	0.50	0.43	0.74
11.Australia&Oceania	23.2	22.5	26.3	21.1	0.76	0.75	0.81	0.69
12.South America	13.5	8.4	8.5	9.1	0.44	0.28	0.26	0.30
Others	110.6	111.8	123.3	107.9	3.60	3.69	3.79	3.51
<b>Total</b>	<b>3,070.7</b>	<b>3,027.6</b>	<b>3,250.0</b>	<b>3,077.4</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

Source: Custom Department

Table A-3: Clothing Imports of Thailand classified by countries

Country	Value (Million US\$)				Share (%)			
	1998	1999	2000	2001	1998	1999	2000	2001
1.China	23.25	36.54	50.51	61.02	52.28	69.06	66.10	69.97
2.Hong Kong	6.98	6.55	11.43	9.48	15.69	13.28	14.97	10.87
3.Italy	4.06	1.66	2.77	2.58	9.12	3.13	3.63	2.96
4.UK	2.08	1.77	1.41	1.74	4.68	3.35	1.85	1.99
5.France	0.98	0.51	0.92	1.50	2.20	0.96	1.21	1.72
6.Singapore	0.42	0.39	1.91	1.46	0.96	1.74	2.50	1.68
7.USA	1.64	0.92	1.71	1.28	3.69	1.74	2.25	1.47
8.Indonesia	0.10	0.21	0.86	1.25	0.23	0.40	1.13	1.43
9.Malaysia	0.43	0.76	0.97	1.18	0.97	1.44	1.27	1.35
10.Japan	0.90	0.66	0.54	0.81	2.03	1.24	0.70	0.93
11.Spain	0.27	0.41	0.48	0.66	0.60	0.77	0.62	0.75
12.Vietnam	0.01	0.13	0.06	0.63	0.03	0.25	0.08	0.72
13.South Korea	0.48	0.14	0.19	0.51	1.08	0.26	0.25	0.58
14.India	0.35	0.29	0.30	0.44	0.79	0.55	0.40	0.50
15.Taiwan	0.56	0.21	0.33	0.44	1.27	0.40	0.43	0.50
Others	1.95	1.76	2.00	2.24	4.38	3.33	2.62	2.57
<b>Total</b>	<b>44.47</b>	<b>52.92</b>	<b>76.40</b>	<b>87.21</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

Source: Custom Department

Table A-4: World leading clothing exporters

Country	Value (Million US\$)				Share (%)			
	1997	1998	1999	2000	1997	1998	1999	2000
1.China	31,803	30,048	30,078	36,071	17.45	16.15	16.16	18.13
2.Hong Kong	23,107	22,164	22,371	24,215	12.68	11.91	12.02	12.17
3.Italy	14,857	14,744	13,674	13,217	8.15	7.93	7.35	6.64
4.Mexico	5,636	6,603	7,772	8,696	30.9	3.55	4.18	4.37
5.USA	8,672	8,793	8,269	8,646	4.76	4.73	4.44	4.35
6.Germany	7,503	8,014	7,768	6,837	4.12	4.31	4.17	3.44
7.Turkey	6,697	7,058	6,516	6,533	3.67	3.79	3.50	3.28
8.France	5,345	5,748	5,685	5,427	2.93	3.09	3.05	2.73
9.India	4,343	4,782	5,153	n/a	2.38	2.57	2.77	n/a
10.South Korea	4,192	4,651	4,871	5,026	2.30	2.50	2.62	2.53
11.Indonesia	2,904	2,630	3,857	4,734	1.59	1.41	2.07	2.38
12.UK	5,281	4,920	4,487	4,111	2.90	2.64	2.41	2.07
13.Thailand	3,686	3,540	3,453	3,948	2.02	1.90	1.86	1.98
14.Belgium	3,494	4,042	4,193	3,942	1.92	2.17	2.25	1.98
15.Taiwan	3,409	3,189	2,862	2,967	1.87	1.71	1.54	1.49
Others	51,351	55,094	55,101	64,570	28.18	31.33	29.60	32.45
<b>Total</b>	<b>182,280</b>	<b>186,020</b>	<b>186,110</b>	<b>198,640</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

Source: WTO

## Appendix B

### Questionnaire

The following questions are created in order to collect the information in each company about general information and its situation. Moreover, the opinions of business owners or related persons to clothing are required.

#### Part 1:

1. The characteristic of your company
  - Make to order
  - Have own brand name
  - Both of them
  
2. Number of production workers
 

Total numbers of workers are approximately .....persons

Divided into:

  - Unskilled workers.....persons
  - Semi-skilled workers.....persons
  - High skilled workers.....persons
  
3. Number of Machines
 

Numbers of machines used in production process are nearly .....machines

Divided into:

  - Low technology.....machines
  - High technology.....machines
  
4. Raw materials used in manufacturing process come from
  - Local source
  - Import from foreign country
  - Both of them

**Part 2:**

Internal situation of Thai clothing industry		
	Yes	No
1. High labor cost		
2. High cost of raw materials		
3. Lack of technology		
4. Lack of research & development		
5. Lack of specialists		
6. Lack of design capability		
7. High tax rate of imported raw materials		
8. High tax rate of imported machines		
9. Lack of brand name development		
10. Lack of management for SMEs		
11. Lack of skilled labors		
12. Sufficient number of workers		
13. Huge local market		
14. High quality of raw material		
15. Center of the region		
16. High production capacity		

External factors having affect to Thai clothing industry		
	Yes	No
<p>- <i>Positive affect:</i></p> <p>17. Free trade area</p> <p>18. Trend of world population increase</p> <p>19. Trend of world economic is better</p> <p>- <i>Negative affect:</i></p> <p>20. Becoming of China's WTO</p> <p>21. Uncertainty of world situation</p> <p>22. Expansion of foreign products</p> <p>23. Cancel quota system in 2005</p>		

The important factors to increasing competitiveness of Thai clothing industry		
	Yes	No
<p>24. Technology development</p> <p>25. Developing of Labors' skills</p> <p>26. Improving design capability</p> <p>27. Financial support from government sector</p> <p>28. Import of raw materials</p> <p>29. Tax rate of imported raw materials</p> <p>30. Tax rate of imported machines &amp; equipment</p> <p>31. Supporting E-commerce system</p> <p>32. Increasing distribution channel</p> <p>33. Marketing development</p> <p>34. Supporting fashion exhibition</p> <p>35. Supporting building brand name</p>		

## BIOGRAPHY

Ms. Teerana Rungcharoenpattanakit was born on November 15<sup>th</sup>, 1978 in Nakornrajsima, Thailand. She graduated from Srinakarinwiroj University in 2000 with a Bachelor degree in Chemical Engineering in faculty of Engineering. In 2000, she started her graduate study at the Regional Centre for Manufacturing Systems Engineering of Chulalongkorn University in the Engineering Business Management program between Chulalongkorn University and Warwick Manufacturing Groups of University of Warwick.