

## Abstract

Logistics costs management of agricultural products in Thailand is an important factor affecting competitiveness in the world market. To have appropriate logistics cost indicator would assist in identifying policy framework that is in line with real situation. The objective of this study is to find out the logistics costs of 4 main agricultural products in the country, namely rice, cassava, rubber, and fruit and vegetable. The latter includes 5 produces such as longan, durian, asparagus, okra, and baby corn. The research is conducted entirely in the industry level throughout the supply chain by means of survey and the in-depth interview. The results from the study are divided into 2 indicators: logistics costs to selling price and logistics costs to weight. These can assist the expansion of wider range of tools used in agricultural logistics development. It also helps government organization in product management in several ways. The real data of logistics costs for important agricultural products can be used to establish product policies in order to determine the course of direction, objectives, format of the development and infrastructure development, as well as managing the agricultural products logistics system to support both the competition and cooperation between ASEAN countries when the community officially starts. When the evaluation of the logistics costs of important agricultural products is made possible, it would help to decide which types of products should be given priorities and logistics costs allocation can be made accordingly. Moreover, important factors to logistics cost management for each type of products can be acknowledged, thus making way for cost optimization.

The study of logistics costs gives the importance to the clarity in determining which activities are logistics activities under cost calculation per activity. According to the data from both the players in the supply chain and the specified assumptions, there are several interesting cases derived from the result of the study. Each product under the study has the ratio between cost and weight, cost and selling price, and cost structure among players differently which are the result of different activity procedure as well as the fact that selling price of agricultural product moves in the opposite direction from the cost. In addition, in most products the farmer has high logistics costs when comparing with other players. Importantly, the unit costs of the same players are different due to the use of resources that are not appropriate to the product quantity. At the same time, the logistics cost for export activity is relatively low when compare to the same costs from other players. The following tables show the ratio between cost to weight, and cost to selling price.