

Name : Mr. Chuchate Duangsong  
Thesis Title : A Study of Current Situation and Management of Small Scale Industry in Machining and Metal Working in Udonthani.  
Major Field : Vocational and Technical Education Management  
Thesis Advisors : Dr. Suporn Panrat-isra, Mr. Samer Roenganan  
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### Abstract

The objective of this study is to survey the current management situation of small scale industry in machining and metal working located in Udonthani Province. 165 entrepreneurs are selected as the sample group, they all have been already registered under the "Act of Legislation B.E. 2535" at Udonthani Industrial Office. The data gathering is done through questionnaires and then subjected to statistical analysis to find frequency value and percentage.

After surveying it is concluded that 95% are of sole ownership, they are both managers and owners. Although most are experienced in their trades, education of owners are primary and secondary school. The achievement of their goals are at medium level. All problems are exclusively solved internally by the owner or manager. The owners are understood on business as mentioned respectively, production, marketing, finance, personnel and accounting.

The various types of machining and metalworking managements are concluded as follows :

Production : The characteristic of production is widely carried out on particular job. The quality and the accuracy of machines used are fairly valid. The production planning is scarcely performed. The production operation seemingly clear divided, designing and drawing are few done by themselves. The materials to be used in production are merely examined by the owners themselves.

Marketing : It seems limited on marketing for these local business, only in the area of Udonthani province. Dealing and work employed are directly contacted by their own customers. To increase numbers of new customers is performed by the old

customers' suggestion or new customers self-contacted. The accomplishment in purchasing and employment come from the well-know or good tone of these firms. To specify the goods prices are calculated by means of that capital plus the profit as they desire. They do not forecast the advanced selling as a tool of their decision making on marketing.

Personnel : Approximately 80% of business owners employ 10 or fewer labours. These labours' educations are primary or secondary school, so most delegation of duties delivered orally. The payment of employment is made by daily. The employees were sometimes awarded or given on increased rate to make them satisfy by their employers. The most problems of employment are lack of skilled/workmanships.

Finance : Initial funding of most small scale industry ventures are from personnel savings. In most instances additional funding is necessary. Loans are usually applied for all local commercial banks. The guarantee of mortgages are their lands or their properties. The loans are used for the procurement of equipment and machinery necessary for the initial start up of the industry. Local loan applicants are inevitably troubled with the high interest rate for commercial loans and the complexity of the loan process.

Accounting : The main operation of accounting is usually recorded internally. Few others hire external persons to do their accounting. The principle purpose in accounting is for surveying whether their firms are getting better or worse. Most firms gains more assets after years of operation.



Committee Chairperson