

**ABSTRACT**

Abstract of thesis submitted to the Graduate School of Maejo University in partial fulfillment of the requirements for the degree of Master of Science in Cooperative Economics

**BEHAVIOR OF BAN KAMPHI SILK MARKETS, BORABUE DISTRICT,  
MAHASARAKHAM PROVINCE**

By

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The purposes of this research were to find out 1) personal and socioeconomic characteristics of silk weavers; 2) behavior of Ban Kamphi silk markets, Borabue district, Mahasarakham province; and 3) problems in silk production and marketing. The data were collected by interviewing all of the 96 silk producers, in Ban Kamphi, Borabue district, Mahasarakham province and analyzed descriptively with the use of mean and percentage.

The results revealed that the respondents were 58 years old on average. Most of them were married and had completed grade 4 of primary education. They had an average income of 8,947 baht per year from selling silk, average household labor of 2 persons.

average silk-weaving experience of 23 years and average training attendance of once a year. They contacted extension agents in silk production and marketing; and 96.88 percent were members of silk weaving groups in Ban Kamphi.

Concerning silk markets' behavior, the respondents were found to spend an average of 2,105 baht annually on raw material, consisting of 1952 baht for silk and 152 baht for dye per household; 43.75 percent of the respondents produced their own silk thread for weaving and silk-weaving was their subsidiary job. Silk cloth was generally produced in separate pieces with traditional designs and by using their own capital. The respondents rarely sold their products individually; they practised collective selling. The products were sold in meters and on credit, at 400-500 baht per meter, depending on quality and prices were determined by Suan Jitrada's staff.

The following problems were found: **silk thread problems:** insufficiency, low quality and high prices of silk thread; **marketing problem:** standard of products; **distribution problem:** selling products on credit, leading to shortage of circulating capital for silk production ; and **production problem :** time-consuming and complicated production procedures.