

Abstract

The Production Marketing of Palm Oil In The South of Thailand, included three main objectives; 1) To examine the production and income generated from oil palm production of the agriculturists in southern Thailand, 2) To investigate oil palm markets in southern Thailand, and lastly 3) To explore the issues pertaining to oil palm production and markets in southern Thailand. In present study, the important data gathered from primary data, along together with the questionnaires and interviews were used. For data analysis, the data obtained had been processed and analyzed by using qualitative and quantitative statistics.

The results showed that majority of the respondents made an investment on oil palm production by their own capital. Most of them occupied less than 20-rai land plot. The production system has been characterized of mixed in grade. The agriculturists have neither been instructed nor trained about palm production. Current production mainly relied on seasonal rainfalls or natural water and fertilizers used to eliminated the weeds. In regard to income generated by oil palm production in southern Thailand, most agriculturists produced 5,000-25,000 kg crops in 2008 while frequency of harvesting was 11-20 times. Sale price was 3.1-4.0 Baht/kg purchased by merchandisers or middlemen.

Factors influencing oil palm production in southern Thailand included quantity of fertilizers used (kg/rai) at reliability level 0.01 while overall work hours undertaken by owners and labor's (hr/rai) at reliability level 0.05 ($R^2=0.315$), representing potential production by 31.5% (Sig F = .000) according to the hypothesis stipulated. In addition, the agriculturist factor has associated with crop productivity.

In regard of the issues incurred in oil palm production, it found that some area lacked of water in drought season, the highland has encountered the difficulty of the installation of water system. During excessive production, the oil palm transaction and price was denied by merchandisers, resulting that the agriculturists has been impacted seriously in term of shortage of income due to monthly ripen oil palms. Additionally, the

harvesting labor wages was so relatively high that it had direct impact on oil palm agriculturists. Moreover, other issues included that the production cost was high: fertilizer cost was expensive while oil palm price was lower, unexpected price volatility and lack of price guarantee. The purchasing price was set by the middlemen themselves, resulting that the agriculturists were disadvantageous while there was no competition for prices in the marketplaces.

In present study, it's suggested that water sources should be supplied sufficiently to futuristic agricultures. For examples, it should provide the irrigation or farming water sources. The agriculturists should trim the oil palm prior to harvesting. The quality of the hired employees should be trustful, if not; the owners may loss because of employees' dishonesty and stealing. To cope with the changing price, the government intervention is needed to and assists the agriculturists in term of price guarantee appropriately and consistently to agriculturists' investment. In addition, the government should promote the aggregation or cooperatives to provide the agriculturists with greater number of alternatives and thrust the competition among the middlemen increasingly. The number of purchase sources should be increased; including agencies, cooperative, factories, and middlemen to facilitate the trading and transaction. The purchase sources should be stabilized, reliable, and accredited in term of standard. Pricing should be clear. Competition should be promoted among the middlemen.