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APPENDICES

APPENDIX A

STATISTIC TABLES

Table A-1: Jewelry and gem export volume of Thailand compared with total export

Year	Total Export (US\$ million)	Jewelry and Gem Industry		
		Export Volume (US\$ million)	Proportion (Percent)	Growth Rate (Percent)
1991	28,627.5	1,507.1	5.26	4.33
1992	32,609.1	1,553.0	4.76	3.05
1993	37,324.8	1,725.3	4.62	11.09
1994	45,430.0	1,880.5	4.14	8.99
1995	56,725.3	2,116.7	3.73	12.56
1996	55,941.4	2,151.9	3.85	1.67
1997	58,328.6	1,800.1	3.09	-16.35
1998	54,490.1	1,386.7	2.54	-22.97
1999	58,463.4	1,575.2	2.69	13.59
2000 (Jan-Oct)	57,704.2	1,361.9	2.36	7.20

Source: Trade Statistic Centre, Department of Business Economic

Table A-2: Export volume of each product of gem and jewelry of Thailand

		Export Volume				
		Unit: US\$ Million				
	Section	1997	1998	1999	1999 (Jan-Oct)	2000 (Jan-Oct)
1	Total	1,800.1	1,386.7	1,575.2	1,270.5	1,361.9
2	<i>Diamond</i>	536.2	320.5	430.8	352.6	431.2
3	<i>Colour Stone and Pearl</i>	318.9	223.7	239.5	197.9	203.6
4	<i>Jewelry</i>	864.9	768.1	834.3	660.7	662.7
5	<i>Imitation Jewelry</i>	62.3	62.1	55.8	46.8	51.5
6	<i>Synthetic Stone</i>	17.7	12.3	14.8	12.5	12.8

Source: Trade Statistic Centre, Department of Business Economic

Table A-3: Volume growth rate and product ratio of export gem and jewelry

		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Section	1997	1998	1999	2000 -Oct	1997	1998	1999	1999 -Oct	2000 -Oct
1	Total	-16.3	-23.0	13.6	7.2	100	100	100	100	100
2	<i>Diamond</i>	-33.2	-40.2	34.4	22.3	29.8	23.1	27.3	27.8	31.7
3	<i>Colour Stone and Pearl</i>	-23.4	-29.9	7.1	2.9	17.7	16.1	15.2	15.6	14.9
4	<i>Jewelry</i>	2.6	-11.2	8.6	0.3	48.0	55.4	53.0	52.0	48.7
5	<i>Imitation Jewelry</i>	-13.5	-0.3	-10.1	10.0	3.5	4.5	3.5	3.7	3.8
6	<i>Synthetic Stone</i>	-1.1	-30.5	20.3	2.4	1.0	0.9	0.9	1.0	0.9

Source: Trade Statistic Centre, Department of Business Economic

Table A-4: Export volume and major markets of gem and jewelry product of Thailand

		Export Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>USA</i>	437.2	407.9	481.5	335.2	351.3
2	<i>Israel</i>	159.7	152.0	216.0	153.8	185.4
3	<i>Belgium</i>	210.3	134.7	167.7	114.0	161.1
4	<i>Japan</i>	202.0	129.3	145.1	104.7	88.2
5	<i>Germany</i>	96.6	89.9	88.8	62.9	62.7
6	<i>Hong Kong</i>	271.3	85.5	79.7	49.5	53.5
7	<i>UK</i>	51.9	59.7	63.3	42.1	47.2
8	<i>Switzerland</i>	87.9	75.5	72.1	57.2	44.5
9	<i>France</i>	63.6	63.5	61.1	46.5	43.2
10	<i>Italy</i>	18.7	18.1	23.5	15.3	22.3
	Sum of 10 Countries	1,599.2	1,216.1	1,398.9	981.1	1,059.4
	Others	201.0	170.6	176.3	118.0	140.7
	Total	1,800.1	1,386.7	1,575.2	1,099.1	1,200.0

Source: Trade Statistic Centre, Department of Business Economic

Table A-5: Volume growth rate and market ratio of export gem and jewelry product of Thailand

		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>USA</i>	-6.2	-6.7	18.0	4.8	24.3	29.4	30.6	30.5	29.3
2	<i>Israel</i>	8.2	-4.8	42.1	20.5	8.9	11.0	13.7	14.0	15.5
3	<i>Belgium</i>	-15.0	-35.9	24.5	41.3	11.7	9.7	10.6	10.4	13.4
4	<i>Japan</i>	-38.4	-36.0	12.2	-15.8	11.2	9.3	9.2	9.5	7.4
5	<i>Germany</i>	-10.3	-6.9	-1.2	-0.3	5.4	6.5	5.6	5.7	5.2
6	<i>Hong Kong</i>	-31.8	-68.5	-6.8	8.1	15.1	6.2	5.1	4.5	4.5
7	<i>UK</i>	8.7	15.0	6.0	12.1	2.9	4.3	4.0	3.8	3.9
8	<i>Switzerland</i>	-11.5	-14.1	-4.5	-22.2	4.9	5.4	4.6	5.2	3.7
9	<i>France</i>	9.5	-0.2	-3.8	-7.1	3.5	4.6	3.9	4.2	3.6
10	<i>Italy</i>	2.2	-3.2	29.8	45.8	1.0	1.3	1.5	1.4	1.9
	Sum of 10 Countries	-16.4	-24.0	15.0	8.0	88.8	87.7	88.8	89.3	88.3
	Others	-16.0	-15.1	3.3	19.2	11.2	12.3	11.2	10.7	11.7
	Total	-16.4	-23.0	13.6	9.2	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-6: Export volume and major markets of *jewelry* product of Thailand

		Export Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-sep)	2000 (Jan-Sep)
1	<i>USA</i>	284.6	289.0	367.5	247.1	258.3
2	<i>Germany</i>	83.2	76.2	79.0	55.5	56.0
3	<i>UK</i>	40.0	49.2	53.6	34.7	40.9
4	<i>Japan</i>	95.5	65.5	57.0	40.4	35.2
5	<i>France</i>	41.0	41.8	42.4	31.1	29.0
6	<i>Switzerland</i>	45.1	47.7	52.8	42.1	24.9
7	<i>Israel</i>	30.2	29.9	31.8	20.1	23.0
8	<i>UAE</i>	16.7	14.7	16.3	10.3	12.2
9	<i>Hong Kong</i>	109.9	38.3	19.6	13.0	11.8
10	<i>Italy</i>	8.8	9.9	13.8	7.9	11.7
	Sum of 10 Countries	754.9	662.2	733.8	502.2	503.1
	Others	110.0	105.9	100.6	65.5	70.2
	Total	864.9	768.1	834.3	567.7	573.2

Source: Trade Statistic Centre, Department of Business Economic

Table A-7: Volume growth rate and market ratio of export *jewelry* product of Thailand

		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>USA</i>	-6.1	1.5	27.2	4.5	32.9	37.6	44.0	43.5	45.1
2	<i>Germany</i>	-1.9	-8.4	3.7	0.9	9.6	9.9	9.5	9.8	9.8
3	<i>UK</i>	19.2	23.0	8.9	17.9	4.6	6.4	6.4	6.1	7.1
4	<i>Japan</i>	-35.6	-31.4	-13.0	-12.9	11.0	8.5	6.8	7.1	6.1
5	<i>France</i>	-8.5	2.0	1.4	-6.8	4.7	5.4	5.1	5.5	5.1
6	<i>Switzerland</i>	2.2	5.8	10.7	-40.9	5.2	6.2	6.3	7.4	4.3
7	<i>Israel</i>	37.9	-1.0	6.4	14.4	3.5	3.9	3.8	3.5	4.0
8	<i>UAE</i>	328.1	-12.0	10.9	18.4	1.9	1.9	2.0	1.8	2.1
9	<i>Hong Kong</i>	1.0	-65.2	-48.8	-9.2	12.7	5.0	2.3	2.3	2.1
10	<i>Italy</i>	-15.8	12.5	39.4	48.1	1.0	1.3	1.7	1.4	2.0
	Sum of 10 Countries	2.8	-12.3	10.8	0.2	87.3	86.2	88.0	88.5	87.8
	Others	1.3	-3.7	-5.0	7.2	12.7	13.8	12.1	11.5	12.2
	Total	2.6	-11.2	8.6	1.0	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-8: Export volume and major markets of imitation jewelry product of Thailand

		Export Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>Liechtenatein</i>	5.9	9.4	9.9	7.2	11.3
2	<i>USA</i>	18.8	19.1	15.5	12.2	11.1
3	<i>France</i>	13.2	12.1	10.8	8.7	7.6
4	<i>Japan</i>	2.0	2.0	2.2	1.7	3.1
5	<i>Germany</i>	2.4	2.7	3.0	2.2	2.1
6	<i>Belgium</i>	2.6	2.8	2.5	1.8	1.7
7	<i>UK</i>	3.0	2.3	1.6	1.0	1.4
8	<i>Austria</i>	0.9	1.1	1.2	1.0	1.3
9	<i>Singapore</i>	1.1	0.7	0.9	0.6	0.8
10	<i>Italy</i>	1.6	1.3	0.8	0.6	0.7
Sum of 10 Countries		51.4	53.4	48.4	36.8	41.1
Others		11.0	8.7	7.3	5.0	4.8
Total		62.3	62.1	55.8	41.8	45.9

Source: Trade Statistic Centre, Department of Business Economic

Table A-9: Volume growth rate and market ratio of export imitated jewelry product of Thailand

		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>Liktenstyle</i>	-	59.3	5.3	56.9	9.5	15.1	17.7	17.2	24.6
2	<i>USA</i>	-	1.6	-18.8	-9.0	30.2	30.8	27.8	29.2	24.2
3	<i>France</i>	-	-8.3	-10.7	-12.6	21.2	19.5	19.4	20.8	16.6
4	<i>Japan</i>	-	0.0	10.0	82.4	3.2	3.2	3.9	4.1	6.8
5	<i>Germany</i>	-	12.5	11.1	-4.5	3.9	4.3	5.4	5.3	4.6
6	<i>Belgium</i>	-	7.7	-10.7	-5.6	4.2	4.5	4.5	4.3	3.7
7	<i>UK</i>	-	-23.3	-30.4	40.0	4.8	3.7	2.9	2.4	3.1
8	<i>Austria</i>	-	22.2	9.1	30.0	1.4	1.8	2.2	2.4	2.8
9	<i>Singapore</i>	-	-36.4	28.6	33.3	1.8	1.1	1.6	1.4	1.7
10	<i>Italy</i>	-	-18.8	-38.5	16.7	2.6	2.1	1.4	1.4	1.5
Sum of 10 Countries		-	3.9	-9.4	11.7	82.5	86.0	86.7	88.0	89.5
Others		-	-20.9	-16.1	-4.0	17.7	14.0	13.1	12.0	10.5
Total		-	-0.3	-10.1	9.8	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-10: Import volume and major suppliers of raw materials (diamond, gemstone, gold bar, silver bar, jewelry and others) in jewelry industry of Thailand

	<i>Raw materials</i>	Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-sep)	2000 (Jan-Sep)
1	<i>Israel</i>	129.0	119.3	184.5	137.2	178.8
2	<i>India</i>	158.9	126.3	163.9	120.9	148.7
3	<i>Belgium</i>	91.2	78.2	122.6	87.4	131.9
4	<i>Switzerland</i>	113.9	73.1	110.7	82.5	121.2
5	<i>Australia</i>	129.0	89.3	95.9	70.4	95.4
6	<i>USA</i>	62.6	36.1	61.1	46.2	74.5
7	<i>Hong Kong</i>	43.7	51.1	62.5	47.3	71.8
8	<i>Germany</i>	76.5	79.6	74.2	56.9	58.9
9	<i>Congo</i>	40.0	37.5	46.8	30.9	36.0
10	<i>UK</i>	71.8	24.6	35.8	23.9	33.3
	Sum of 10 Countries	916.6	715.1	958.2	703.6	950.4
	Others	308.5	194.9	259.5	172.1	232.5
	Total	1,225.1	910.0	1,217.7	875.7	1,183.0

Source: Trade Statistic Centre, Department of Business Economic

Table A-11: Volume growth rate and market ratio of import raw materials (diamond, gemstone, gold bar, silver bar, jewelry and others) in jewelry industry of Thailand

	<i>Raw materials</i>	Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>Israel</i>	-15.6	-7.5	54.7	30.3	10.5	13.1	15.2	15.7	15.1
2	<i>India</i>	-30.3	-20.5	29.8	23.0	13.0	13.9	13.5	13.8	12.6
3	<i>Belgium</i>	-49.7	-14.3	56.8	50.9	7.4	8.6	10.1	10.0	11.1
4	<i>Switzerland</i>	-23.6	-35.8	51.4	46.9	9.3	8.0	9.1	9.4	10.2
5	<i>Australia</i>	-38.8	-30.8	7.4	35.5	10.5	9.8	7.9	8.0	8.1
6	<i>USA</i>	-39.9	-42.3	69.3	61.3	5.1	4.0	5.0	5.3	6.3
7	<i>Hong Kong</i>	-63.5	16.9	22.3	51.8	3.6	5.6	5.1	5.4	6.1
8	<i>Germany</i>	-11.3	4.1	-6.8	3.5	6.2	8.7	6.1	6.5	5.0
9	<i>Congo</i>	106.6	-6.3	24.8	16.5	3.3	4.1	3.8	3.5	3.0
10	<i>UK</i>	-7.9	-65.7	45.5	39.3	5.9	2.7	2.9	2.7	2.8
	Sum of 10 Countries	-31.0	-22.0	34.0	35.1	74.8	78.6	78.7	80.3	80.3
	Others	-21.7	-36.8	33.1	35.1	25.2	21.4	21.3	19.7	19.7
	Total	-28.9	-25.7	33.8	35.1	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-12: Import volume and major suppliers of *diamond* of Thailand

<i>Diamond</i>		Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>Israel</i>	83.4	79.9	140.5	107.9	148.1
2	<i>India</i>	135.8	110.1	137.7	100.3	132.3
3	<i>Belgium</i>	90.5	77.7	120.5	85.6	131.1
4	<i>Congo</i>	40.0	37.5	46.8	30.9	36.0
5	<i>USA</i>	23.1	16.9	31.1	23.4	32.8
6	<i>Ghana</i>	76.3	48.9	63.5	46.4	27.2
7	<i>Hong Kong</i>	21.4	24.6	16.2	11.1	25.0
8	<i>UK</i>	38.0	7.2	15.4	10.6	13.8
9	<i>Germany</i>	7.6	11.2	7.0	5.5	6.6
10	<i>Switzerland</i>	9.5	1.4	3.3	2.3	3.5
	Sum of 10 Countries	518.5	414.2	578.9	421.7	558.6
	Others	58.9	14.9	24.2	16.1	29.3
	Total	577.4	429	603.1	437.9	587.9

Source: Trade Statistic Centre, Department of Business Economic

Table A-13: Volume growth rate and market ratio of import *diamond* of Thailand

<i>Diamond</i>		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>Israel</i>	-25.2	-4.2	75.8	37.3	14.4	18.6	23.3	24.6	25.2
2	<i>India</i>	-32.2	-18.9	25.1	31.9	23.5	25.7	22.8	22.9	22.5
3	<i>Belgium</i>	-49.5	-14.1	55.1	53.2	15.7	18.1	20.0	19.5	22.3
4	<i>Congo</i>	106.6	-6.3	24.8	16.5	6.9	8.7	7.8	7.1	6.1
5	<i>USA</i>	-52.2	-26.8	84.0	40.2	4.0	3.9	5.2	5.3	5.6
6	<i>Ghana</i>	-8.1	-35.9	29.9	-41.4	13.2	11.4	10.5	10.6	4.6
7	<i>Hong Kong</i>	-69.7	15.0	-34.1	125.2	3.7	5.7	2.7	2.5	4.3
8	<i>UK</i>	-14.9	-81.1	113.9	30.2	6.6	1.7	2.6	2.4	2.3
9	<i>Germany</i>	-34.2	47.4	-37.5	20.0	1.3	2.6	1.2	1.3	1.1
10	<i>Russia</i>	-79.1	-85.5	139.0	162.9	0.4	0.0	0.0	0.0	1.0
	Sum of 10 Countries	-35.4	-20.1	39.8	32.5	89.8	96.6	96.0	96.3	95.0
	Others	-40.2	-74.7	62.4	82.0	10.2	3.5	4.0	3.7	5.0
	Total	-35.9	-25.7	40.6	34.3	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-14: Import volume and major suppliers of *gold* of Thailand

<i>Gold</i>		Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>Switzerland</i>	75.5	53.3	90.9	68.2	100.7
2	<i>Australia</i>	114.4	77.9	85.4	63.9	80.5
3	<i>Germany</i>	54.9	52.2	53.5	40.6	39.9
4	<i>Israel</i>	40.8	34.3	42.1	27.8	29.3
5	<i>Malaysia</i>	15.7	17.0	23.0	15.7	22.7
6	<i>South Africa</i>	0.0	0.0	23.2	0.0	13.6
7	<i>UK</i>	31.5	4.6	2.6	2.2	12.7
8	<i>USA</i>	2.2	1.8	1.6	0.9	11.7
9	<i>Singapore</i>	46.8	9.9	11.0	7.3	10.6
10	<i>Japan</i>	1.8	2.2	2.2	1.4	4.2
	Sum of 10 Countries	383.5	253.1	335.4	228.1	325.8
	Others	16.7	7.0	14.5	11.4	10.0
	Total	400.2	260.1	349.9	239.4	335.8

Source: Trade Statistic Centre, Department of Business Economic

Table A-15: Volume growth rate and market ratio of import *gold* of Thailand

<i>Gold</i>		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>Switzerland</i>	-3.3	-29.4	70.5	47.7	18.9	20.5	26.0	28.5	30.0
2	<i>Australia</i>	-38.1	-31.9	9.6	26.0	28.6	30.0	24.4	26.7	24.0
3	<i>Germany</i>	-3.7	-4.9	2.5	-1.7	13.7	20.1	15.3	17.0	11.9
4	<i>Israel</i>	11.8	-15.9	22.7	5.4	10.2	13.2	12.0	11.6	8.7
5	<i>Malaysia</i>	147.9	8.3	35.3	44.6	3.9	6.5	6.6	6.6	6.8
6	<i>South Africa</i>	-100	-	-	-	0.0	0.0	6.6	0.0	4.1
7	<i>UK</i>	-5.6	-85.4	-43.5	477.3	7.9	1.8	0.7	0.9	3.8
8	<i>USA</i>	-83.7	-18.2	-11.1	1200	0.5	0.7	0.5	0.4	3.5
9	<i>Singapore</i>	-5.6	-78.8	11.1	45.2	11.7	3.8	3.1	3.0	3.2
10	<i>Japan</i>	-65.8	22.2	0.0	200.0	0.4	0.8	0.6	0.6	1.3
	Sum of 10 Countries	-17.6	-34.0	32.5	42.8	95.8	97.3	95.9	95.3	97.0
	Others	-15.0	-58.1	107.1	-12.3	4.2	2.7	4.1	4.8	3.0
	Total	-17.4	-35.0	34.5	40.3	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-16: Import volume and major suppliers of *precious stone* of Thailand

	<i>Precious stone</i>	Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>USA</i>	12.1	8.4	16.2	12.7	16.3
2	<i>India</i>	22.5	14.4	20.8	16.2	14.9
3	<i>Hong Kong</i>	8.7	10	10.5	8.3	8.6
4	<i>Brazil</i>	4.1	2.7	3.6	2.5	5.8
5	<i>Canada</i>	0.1	1.7	8.9	5.8	4.9
6	<i>Switzerland</i>	5.2	4.3	4.0	2.6	4.2
7	<i>Germany</i>	3.8	4.9	4.3	3.5	3.2
8	<i>Australia</i>	5.1	4.4	3.5	1.8	3.0
9	<i>Sri Lanka</i>	2.2	0.8	1.2	0.9	3.0
10	<i>Japan</i>	1.5	0.9	1.9	1.6	1.9
	Sum of 10 Countries	64.5	55.3	77.3	57.5	66.7
	Others	20.6	18.7	15.5	12.3	11.8
	Total	85.1	74.0	92.9	69.8	78.5

Source: Trade Statistic Centre, Department of Business Economic

Table A-17: Volume growth rate and market ratio of import *precious stone* of Thailand

	<i>Precious stone</i>	Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>USA</i>	-25.9	-30.6	92.9	28.3	14.2	11.4	17.4	18.2	20.8
2	<i>India</i>	2.3	-36.0	44.4	-8.0	26.4	19.5	22.4	23.2	19.0
3	<i>Hong Kong</i>	-66.3	14.9	5.0	3.6	10.2	13.5	11.3	11.9	11.0
4	<i>Brazil</i>	-56.2	-34.1	33.3	132.0	4.8	3.6	3.9	3.6	7.4
5	<i>Canada</i>	-51.7	1600	423.5	-15.5	0.1	2.3	9.6	8.3	6.2
6	<i>Switzerland</i>	-38.4	-17.3	-7.0	61.5	6.1	5.8	4.3	3.7	5.4
7	<i>Germany</i>	-18.6	28.9	-12.2	-8.6	4.5	6.6	4.6	5.0	4.1
8	<i>Australia</i>	-38.7	-13.7	-20.5	66.7	6.0	5.9	3.8	2.6	3.8
9	<i>Sri Lanka</i>	-60.8	-63.6	50.0	233.3	2.6	1.1	1.3	1.3	3.8
10	<i>Japan</i>	-9.5	-40.0	111.1	18.8	1.8	1.2	2.0	2.3	2.4
	Sum of 10 Countries	-36.3	-14.3	39.8	16.0	75.8	74.7	83.2	82.4	85.0
	Others	-29.7	-9.2	-17.1	-4.1	24.2	25.3	16.7	17.6	15.0
	Total	-34.8	-13.0	25.5	12.5	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-18: Import volume and major suppliers of *silver* of Thailand

<i>Silver</i>		Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>Hong Kong</i>	0.2	9.2	17.5	12.0	21.3
2	<i>Indonesia</i>	4.6	9.3	8.0	5.0	10.8
3	<i>Australia</i>	7.7	2.9	2.8	1.3	10.2
4	<i>South Korea</i>	9.4	23.1	16.0	12.8	8.6
5	<i>UK</i>	0.0	9.5	14.9	9.1	5.0
6	<i>Switzerland</i>	13.1	8.7	3.6	2.6	3.9
7	<i>Japan</i>	2.5	2.0	2.6	1.9	2.2
8	<i>Germany</i>	1.8	2.2	3.2	2.5	2.1
9	<i>USA</i>	17.5	1.8	2.3	1.7	1.5
10	<i>Japan</i>	0.1	0.4	1.2	0.9	1.1
	Sum of 10 Countries	56.9	68.9	72.1	49.9	66.8
	Others	8.1	4.1	5.1	4.4	2.1
	Total	65.0	73.0	77.2	54.3	69.0

Source: Trade Statistic Centre, Department of Business Economic

Table A-19: Volume growth rate and market ratio of import *silver* of Thailand

<i>Silver</i>		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>Hong Kong</i>	-66.6	4500	90.2	77.5	0.3	12.6	22.7	22.1	30.9
2	<i>Indonesia</i>	14.1	102.2	-14.0	116.0	7.1	12.7	10.4	9.2	15.7
3	<i>Australia</i>	-33.7	-62.3	-3.4	684.6	11.8	4.0	3.6	2.4	14.8
4	<i>South Korea</i>	-31.7	145.7	-30.7	-32.8	14.5	31.6	20.7	23.6	12.5
5	<i>UK</i>	-99.7	41622	56.8	-45.1	0.0	13.0	19.3	16.8	7.2
6	<i>Switzerland</i>	116.0	-33.6	-58.6	50.0	20.2	11.9	4.7	4.8	5.7
7	<i>Japan</i>	3.0	-20.0	30.0	15.8	3.8	2.7	3.4	3.5	3.2
8	<i>Germany</i>	29.4	22.2	45.5	-16.0	2.8	3.0	4.1	4.6	3.0
9	<i>USA</i>	34.4	-89.7	27.8	-11.8	26.9	2.5	3.0	3.1	2.2
10	<i>Japan</i>	-79.8	300.0	200.0	22.2	0.2	0.5	1.6	1.7	1.6
	Sum of 10 Countries	-7.4	21.1	4.6	33.9	87.5	94.4	93.4	91.9	96.8
	Others	-14.9	-49.4	24.4	-52.3	12.5	5.6	6.6	8.1	3.0
	Total	-8.4	12.3	5.8	27.1	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-20: Import volume and major suppliers of *synthetic precious stone* of Thailand

	<i>Synthetic precious stone</i>	Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>China</i>	8	5.7	10.7	8.1	8.1
2	<i>Switzerland</i>	5.3	2.6	6.7	4.8	5.7
3	<i>Hong Kong</i>	3.6	1.7	2.5	1.6	2.4
4	<i>USA</i>	0.4	0.5	1	0.7	0.7
5	<i>Russia</i>	0.3	0.5	0.5	0.4	0.6
6	<i>South Korea</i>	0.5	0.7	0.4	0.3	0.5
7	<i>Taiwan</i>	1.4	0.5	0.4	0.3	0.4
8	<i>Australia</i>	0.2	2.9	0.8	0.7	0.3
9	<i>Austria</i>	6.4	2.5	1.4	1.3	0.1
10	<i>France</i>	0.5	0.3	0.3	0.2	0.1
	Sum of 10 Countries	26.7	17.8	24.7	18.4	18.9
	Others	4.5	3	0.4	0.2	0.4
	Total	31.2	20.9	25	18.6	19.3

Source: Trade Statistic Centre, Department of Business Economic

Table A-21: Volume growth rate and market ratio of import *synthetic precious stone* of Thailand

	<i>Synthetic precious stone</i>	Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>China</i>	151.9	-28.8	87.7	0.0	25.6	27.3	42.8	43.5	42.0
2	<i>Switzerland</i>	-1.1	-50.9	157.7	18.8	17.0	12.4	26.8	25.8	29.5
3	<i>Hong Kong</i>	12.1	-52.8	47.1	50.0	11.5	8.1	10.0	8.6	12.4
4	<i>USA</i>	-1.5	25.0	100.0	0.0	1.3	2.4	4.0	3.8	3.6
5	<i>Russia</i>	-50.2	66.7	0.0	50.0	1.0	2.4	2.0	2.2	3.1
6	<i>South Korea</i>	26.9	40.0	-42.9	66.7	1.6	3.3	1.6	1.6	2.6
7	<i>Taiwan</i>	-27.2	-64.3	-20.0	33.3	4.5	2.4	1.6	1.6	2.1
8	<i>Australia</i>	-74.2	1350	-72.4	-57.1	0.6	13.9	3.2	3.8	1.6
9	<i>Austria</i>	-70.5	-60.9	-44.0	-92.3	20.5	12.0	5.6	7.0	0.5
10	<i>France</i>	12.8	-40.0	0.0	-50.0	1.6	1.4	1.2	1.1	0.5
	Sum of 10 Countries	23.7	-33.3	38.8	2.7	85.6	85.2	98.8	98.9	97.9
	Others	-5.7	-33.3	-86.7	100.0	14.4	14.4	1.6	1.1	2.1
	Total	11.6	-33.0	19.6	3.8	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-22: Import volume and major suppliers of *platinum* of Thailand

<i>Platinum</i>		Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>Japan</i>	8.9	6.0	7.6	5.6	9.3
2	<i>Germany</i>	2.5	4.8	2.8	2.0	4.0
3	<i>USA</i>	0.0	0.4	1.4	1.0	1.1
4	<i>Hong Kong</i>	0.1	0.2	0.3	0.2	0.8
5	<i>Singapore</i>	0.2	0.2	0.4	0.3	0.6
	Sum of 5 Countries	11.7	11.6	12.5	9.1	15.8
	Others	0.5	0.8	0.5	0.3	0.5
	Total	12.2	12.4	13	9.4	16.3

Source: Trade Statistic Centre, Department of Business Economic

Table A-23: Volume growth rate and market ratio of import *platinum* of Thailand

<i>Platinum</i>		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>Japan</i>	-37.4	-32.6	26.7	66.1	73.0	48.4	58.5	59.6	57.1
2	<i>Germany</i>	-7.8	92.0	-41.7	100.0	20.5	38.7	21.5	21.3	24.5
3	<i>USA</i>	-99.3	-	250.0	10.0	0.0	3.2	10.8	10.6	6.7
4	<i>Hong Kong</i>	-89.3	100.0	50.0	300.0	0.8	1.6	2.3	2.1	4.9
5	<i>Singapore</i>	-39.3	0.0	100.0	100.0	1.6	1.6	3.1	3.2	3.7
	Sum of 5 Countries	-35.7	-0.9	7.8	73.6	95.9	93.5	96.2	96.8	96.9
	Others	-74.0	60.0	-37.5	66.7	4.1	6.5	3.8	3.2	3.1
	Total	-36.2	1.6	4.8	73.4	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

Table A-24: Import volume and major suppliers of *pearl* of Thailand

<i>Pearl</i>		Import Volume				
		Unit: US\$ Million				
	Country	1997	1998	1999	1999 (Jan-Sep)	2000 (Jan-Sep)
1	<i>Hong Kong</i>	2.5	0.8	3.4	3.3	3.3
2	<i>Japan</i>	3.5	3.3	4.1	3.7	3
3	<i>Australia</i>	1.5	1.3	2.6	1.9	1.3
4	<i>China</i>	0	0.1	0.1	0.1	0.6
5	<i>USA</i>	0.1	0.2	0.1	0.1	0.3
	Sum of 5 Countries	7.6	5.7	10.3	9.1	8.5
	Others	1.7	0.4	0.3	0.1	3.2
	Total	9.3	6.1	10.6	9.2	11.7

Source: Trade Statistic Centre, Department of Business Economic

Table A-25: Volume growth rate and market ratio of import *pearl* of Thailand

<i>Pearl</i>		Volume Growth Rate				Ratio				
		Unit: Percent				Unit: Percent				
	Country	97	98	99	2000 -Sep	97	98	99	99 -Sep	00 -Sep
1	<i>Hong Kong</i>	-46.9	-68.0	325.0	0.0	26.9	13.1	32.1	35.9	28.2
2	<i>Japan</i>	-76.3	-5.7	24.2	-18.9	37.6	54.1	38.7	40.2	25.6
3	<i>Australia</i>	-62.1	-13.3	100.0	-31.6	16.1	21.3	24.5	20.7	11.1
4	<i>China</i>	-97.0	-	0.0	500.0	0.0	1.6	0.9	1.1	5.1
5	<i>USA</i>	-84.6	100.0	-50.0	200.0	1.1	3.3	0.9	1.1	2.6
	Sum of 5 Countries	-68.7	-25.0	80.7	-6.6	81.7	93.4	97.2	98.9	72.6
	Others	99.2	-76.5	-25.0	3100	18.3	6.6	2.8	1.1	27.4
	Total	-63.0	-34.4	73.8	27.2	100	100	100	100	100

Source: Trade Statistic Centre, Department of Business Economic

APPENDIX B

QUESTIONNAIRE

Questionnaire

Part 1 General Information

1.1 Type of your business

- Gem jewelry
- Gold jewelry
- Silver jewelry
- Education centre and institute (Pass to question 1.3)
- Others, please specify

1.2 Sales transaction (approximate)

- Domestic _____ %
- Export _____ %

1.3 Experience in this business

- more than 10 years
- 5-10 years
- 3-5 years
- less than 3 years

1.4 Number of employees in your organisation

- more than 100
- 51-100
- 20-50
- less than 20

Part 2 What are your agreements in the assumptions of Thai jewelry industry?

	Not agree	Moderate agree	Highly agree
2.1 Thailand is the centre of cutting colour stone of the world.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.2 Thailand is the centre of cutting diamond of the world.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.3 Heat treatment or COOK technique is the advantage of Thailand.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.4 Thailand is lack of gemstone materials both in quantity and quality.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.5 Thailand is lack of precious metal materials.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.6 Thai gemstones have good image and accepted worldwide.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.7 Thai labours have skill and elaborate.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.8 Thai labours have the development in skilled and efficiency continuously.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.9 Labour cost compared with skill level of Thailand is lower than competitors.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.10 Thai jewelry industry lacks of specific high skilled labour.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.11 Thai jewelry industry lacks of quality designer.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.12 Thai jewelry industry lacks of gemmologist.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.13 Thailand has strong relationship between industries (Since cutting-moulding-assembling-until selling)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.14 Thailand lacks of own developed technology. We need to import expensive machines and equipments from abroad.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.15 Thai jewelry product doesn't have the creditable product standard.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.16 Investment capital in jewelry industry is limited and not enough.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Not agree	Moderate agree	Highly agree
2.17 Import duty rate in raw material is so high.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.18 Import duty rate in machine and equipment is so high.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.19 The custom measure in import-export is not convenience, slow and not clear.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Part 3 What are your agreements about the external factors that affect the export potential of Thai jewelry industry?

	Not affect	Moderate affect	Highly affect
<i>Factors that increase export potential</i>			
3.1 World economic has trend to be better	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.2 Devaluation of Thai baht currency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Thailand has joined several trade areas such as	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.3 WTO, APEC, AFTA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Factors that decrease export potential</i>			
3.4 Thailand has cut GSP off in some product groups	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.5 The unite of trade area such as EU, NAFTA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.6 Higher competition from China, India, and ASEAN	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.7 Higher trade barriers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Part 4 What importance of these factors to the success of Thai jewelry industry?

	Low important	Mod important	High important
4.1 Outsourcing raw material from abroad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.2 Survey for new sources of raw material in domestic	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Producing new specific skilled labour of education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.3 institute	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.4 Developing the skill level of labours within the factory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Low important	Mod important	High important
4.5 Developing and producing quality designer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.6 Developing and producing gemmologist	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Developing and producing researcher in production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.7 technology	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.8 Arrangement of jewelry fair and exhibition	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.9 Arrangement of product design contest	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.10 Supporting in financial by providing the loan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.11 Export promotion policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.12 Tax policy in raw material	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.13 Tax policy in machine and equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.14 Tax policy about value added tax (VAT)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.15 Improvement of import and export operation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.16 Supporting of the government to find the new market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Collecting and providing the trading information and	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.17 marketing research	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.18 Internet and E-commerce to find the new market and	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
provide the information	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.19 Having gemstones certificate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Having production standard certificate such as ISO	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.20 9000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.21 Having own brand name of Thai producers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marketing and management ability of the	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.22 entrepreneurs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

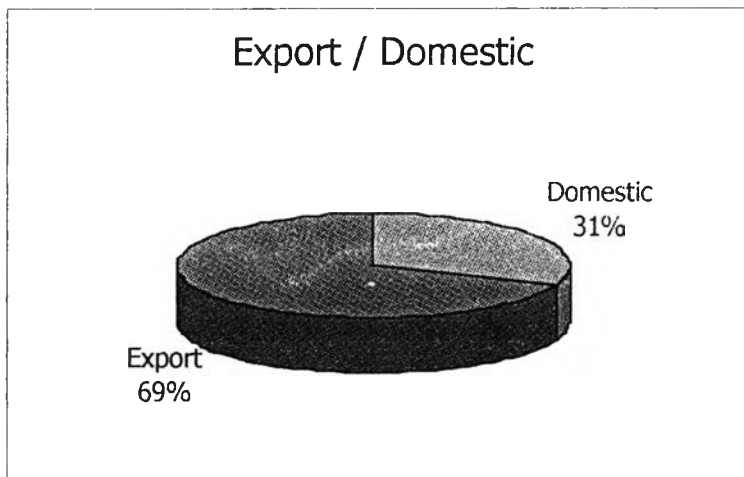
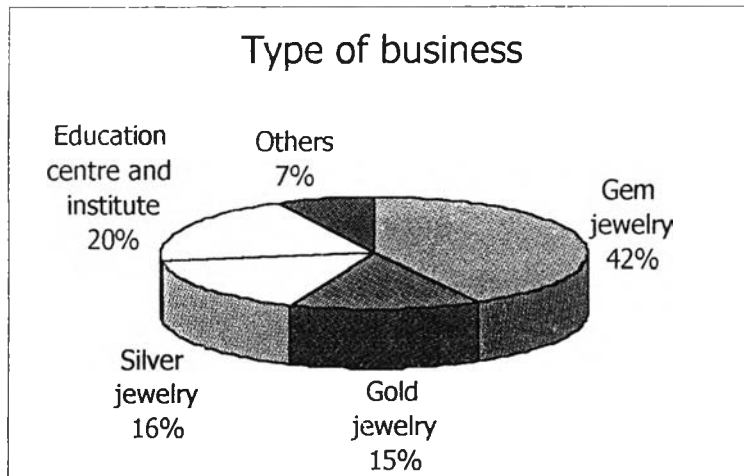
Thank you very much

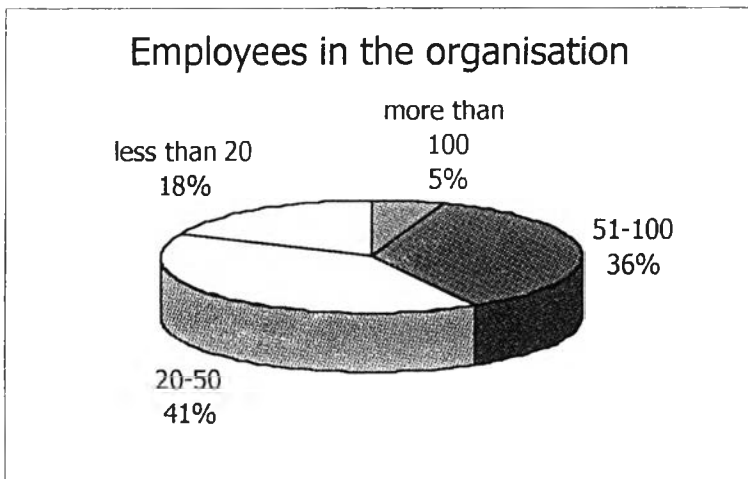
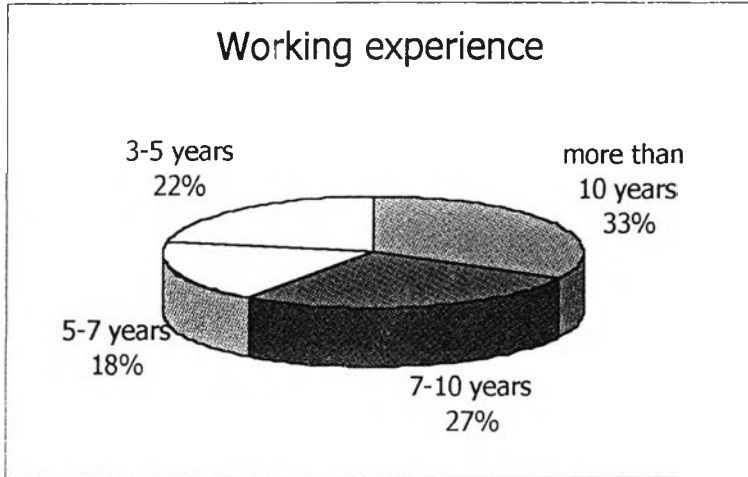
Researcher

Results of Questionnaire by graph

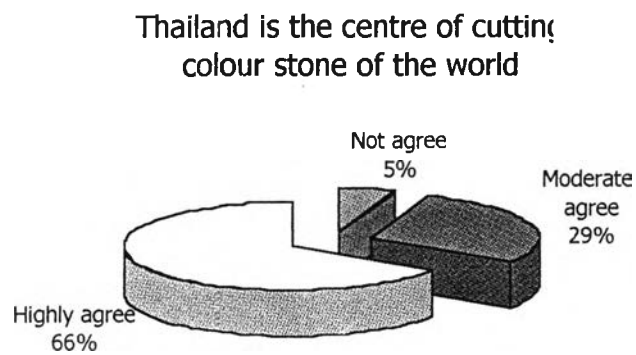
The summaries of the agreements and ideas of the entrepreneurs and specialists in Thai jewelry industry in each question are presented in graph that easy to look and compare as follows:

Part 1: General information

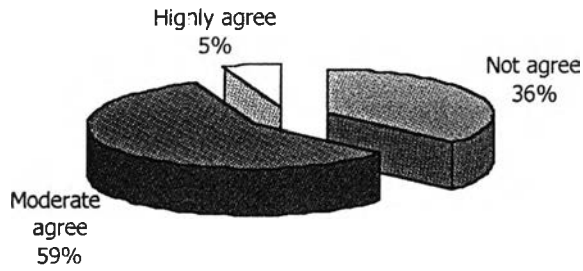




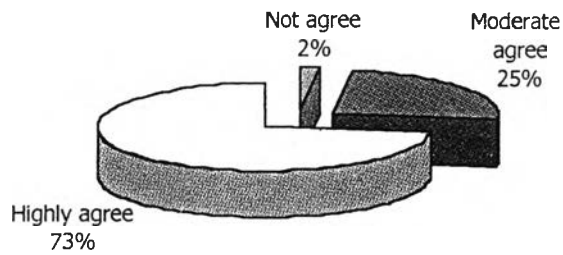
Part 2: About our assumptions of Thai jewelry industry



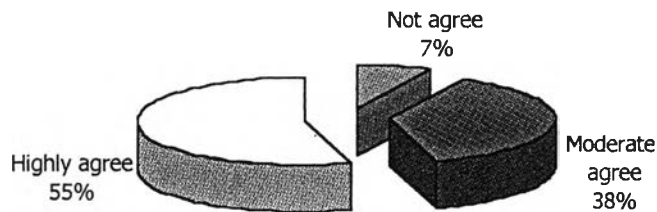
Thailand is the centre of cutting diamond of the world



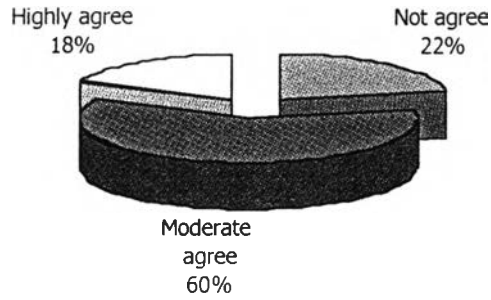
Heat treatment or COOK technique is the advantage of Thailand



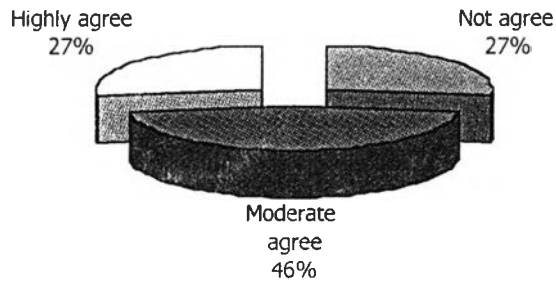
Thailand is lack of gemstone materials both in quantity and quality



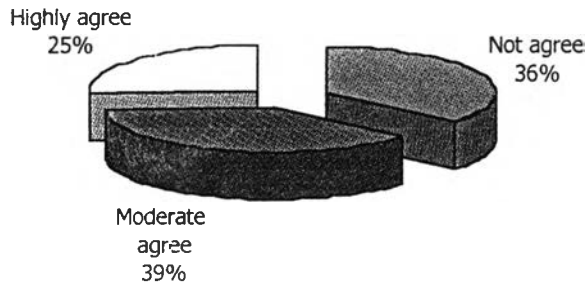
Thailand is lack of precious metal materia



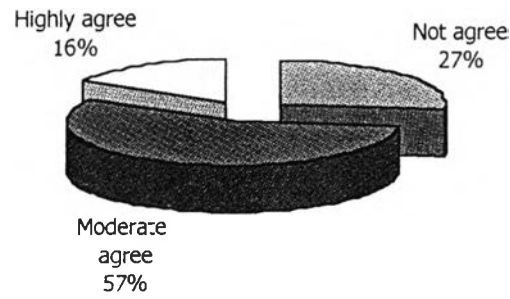
Thai gemstones have good image and accepted worldwide



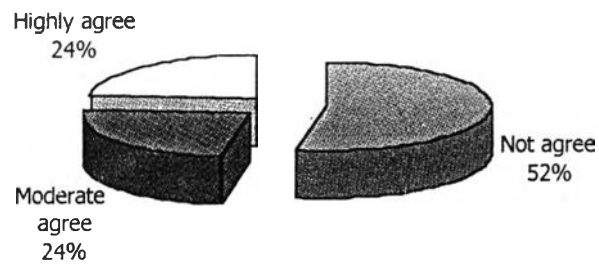
Thai labours have skill and elaborat



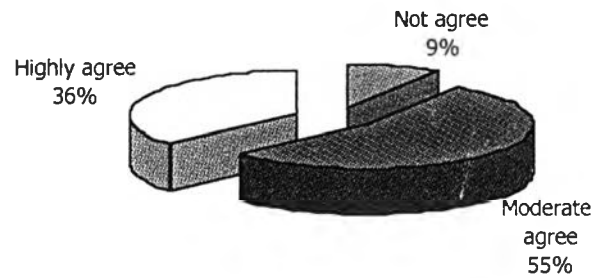
Thai labours have the development in skilled and efficiency continuous



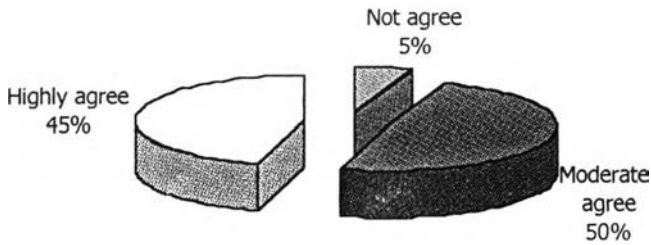
Labour cost compared with skill level of Thailand is lower than competitor



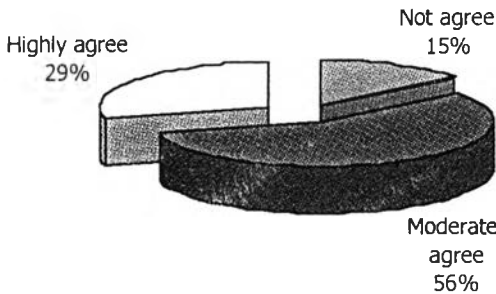
Thai jewelry industry lacks of specific high skilled labour



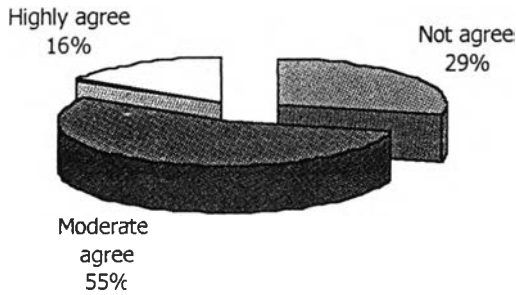
Thai jewelry industry lacks of qualify designe



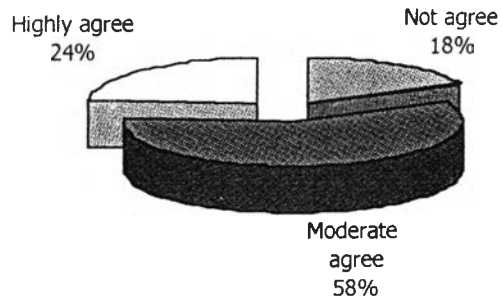
Thai jewelry industry lacks of gemmologis



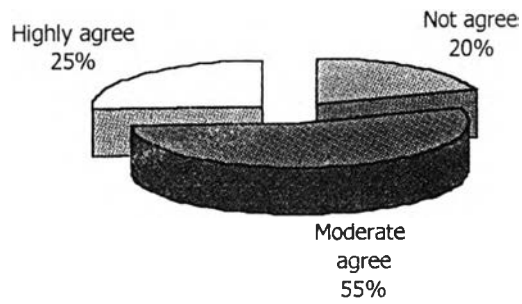
Thailand has strong relationship between industries(Since cutting-mouldingassembly-until selling)



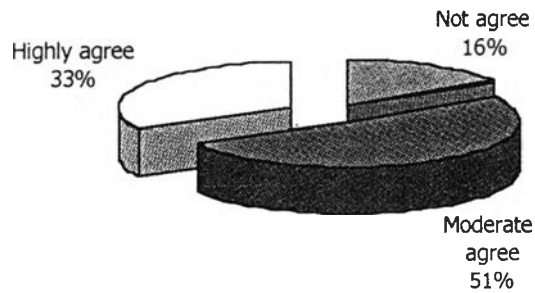
Thailand lacks of own developed technolog



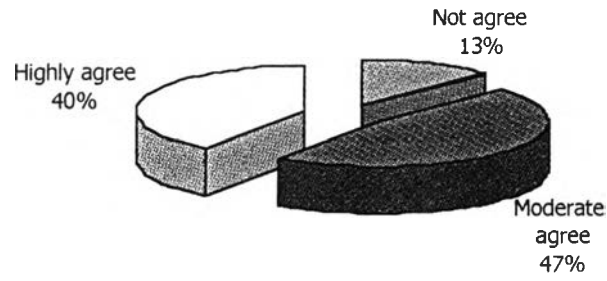
Thai jewelry product doesn't have the craditable product standard



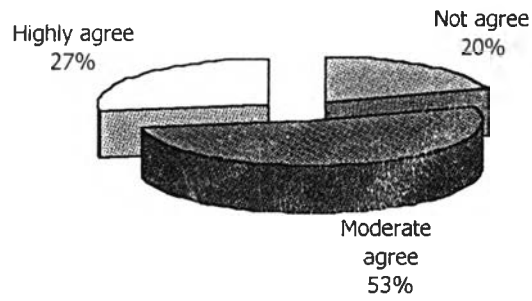
Investment capital in jewelry industry is limited and not enough



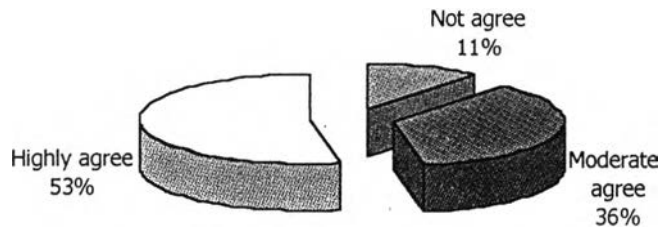
Import duty rate in raw material is so high



Import duty rate in machine and equipment is so high

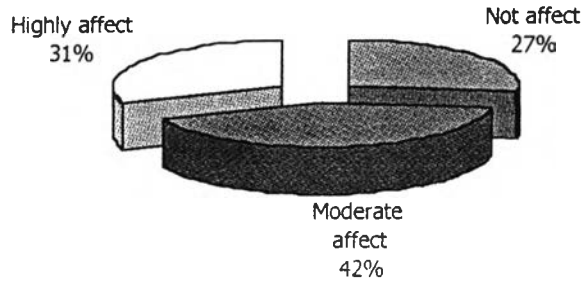


The custom measure in import-export is not convenience, slow and not clear

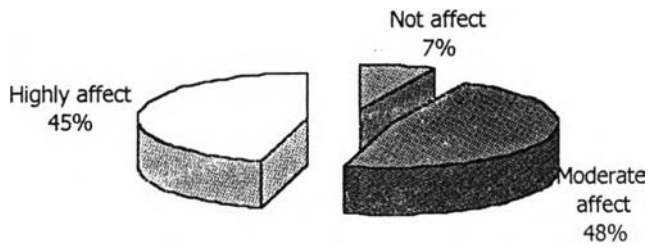


Part 3: About the external factors that affect Thai jewelry industry

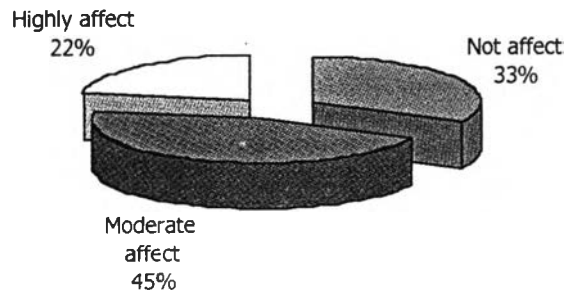
World economic has trend to be better



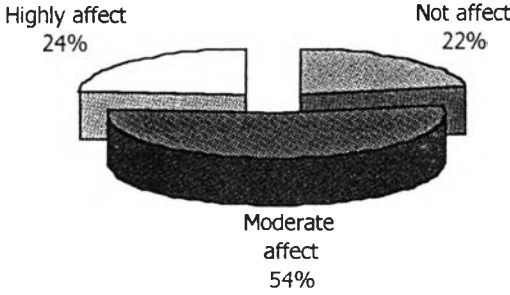
Devaluation of Thai baht currency



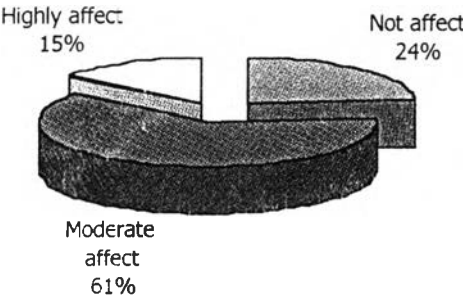
Thailand has joined several trade area:



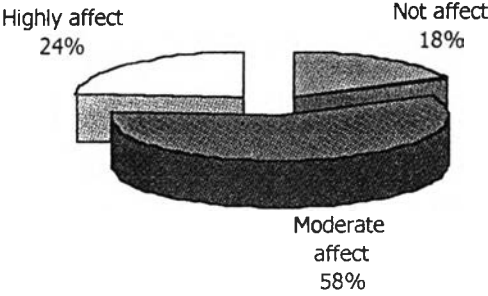
Thailand has cut GSP off in some product groups



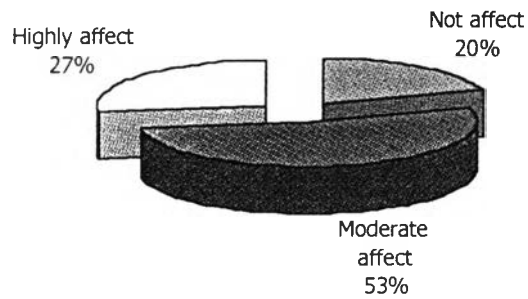
The unite of trade area such as EU, NAFTA



Higher competition from China, India and ASEAN



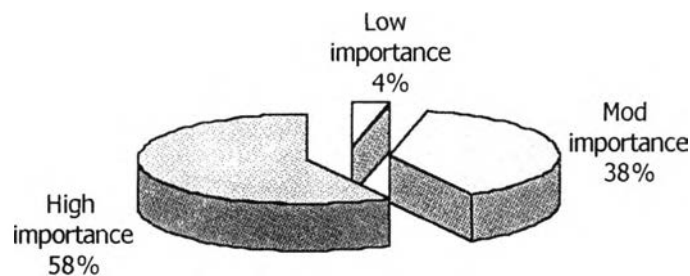
Higher trade barrier:



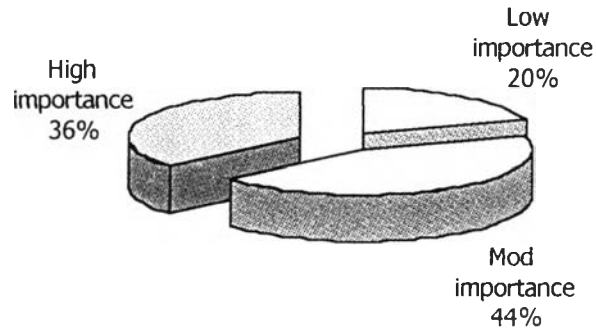
Part 4: About the critical success factors

This part of questionnaire asks for the idea of the entrepreneurs about the importance of each factor to the success of Thai jewelry industry. We present 22 factors that might be critical to the success of industry. The agreements of the interviewees in each factor are divided into 3 levels: low importance, moderate importance and highly importance.

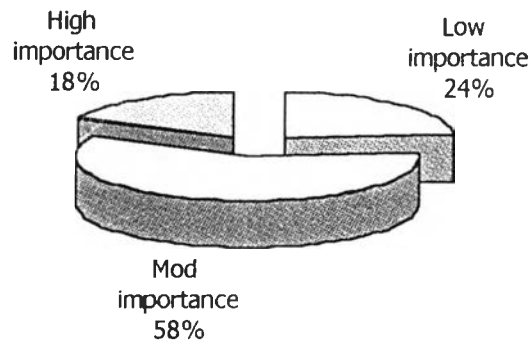
Outsourcing raw material from abroad:



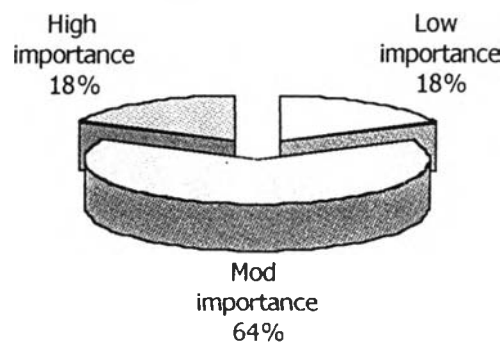
Survey for new sources of raw materia in domestic



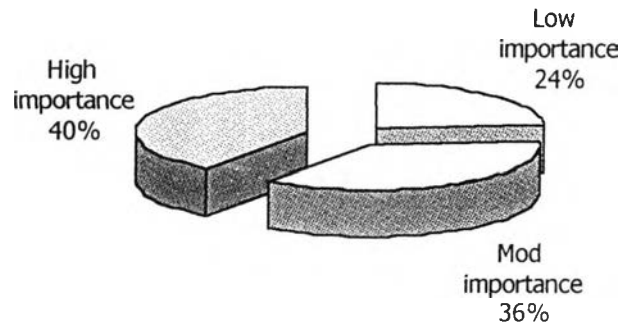
Producing new specific skilled labour of education institute



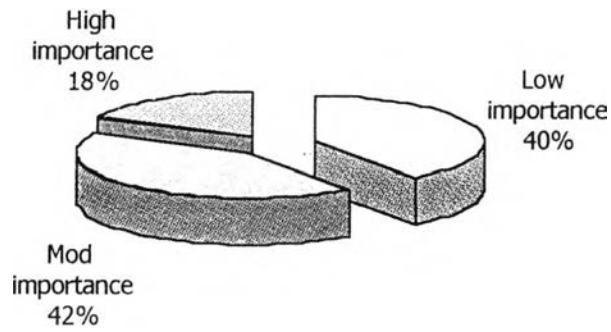
Developing the skill level of labour within the factory



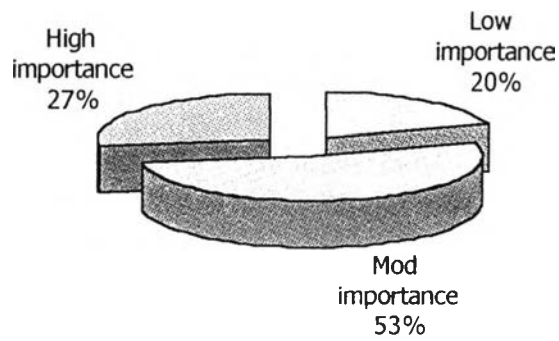
Developing and producing qualify design



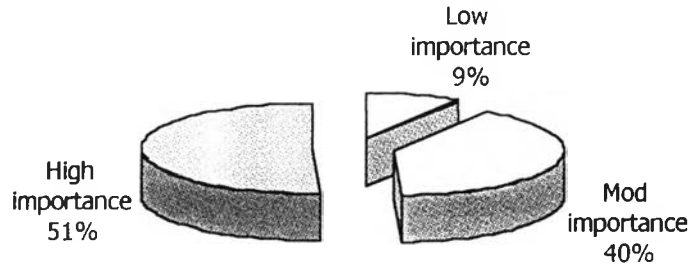
Developing and producing gemmologi



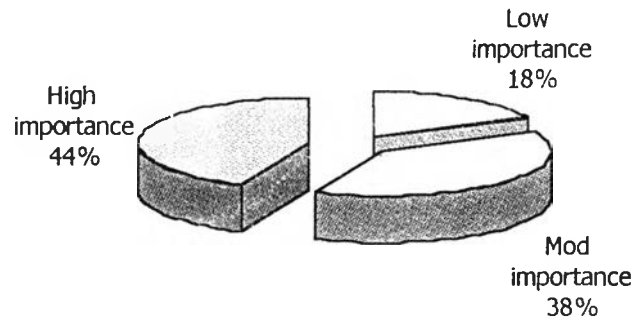
Developing and producing researche in production technology



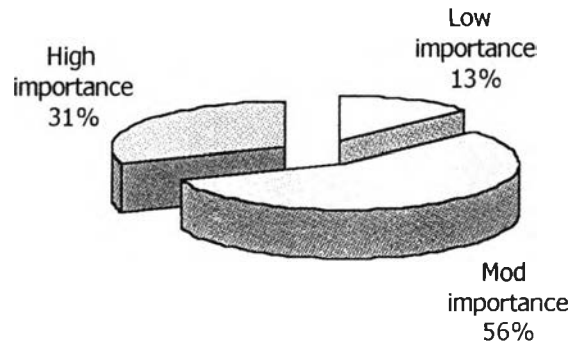
Arrangement of jewelry fair and exhibitio



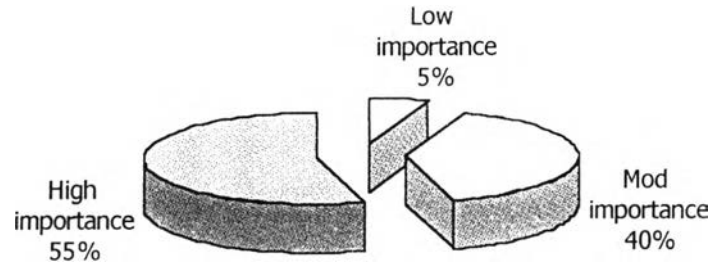
Arrangement of product design contest



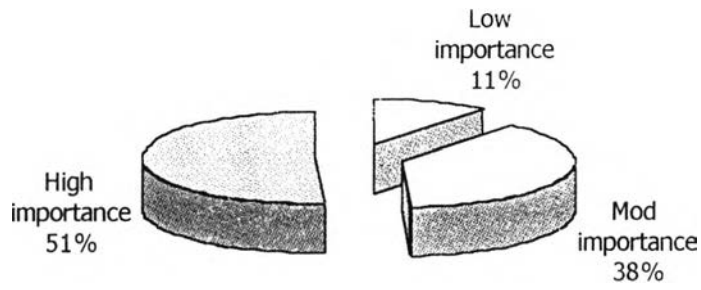
Supporting in financial by providing loa



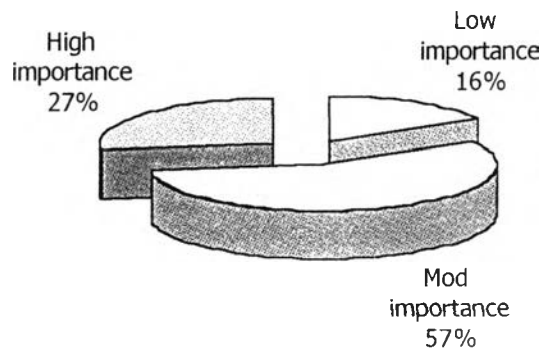
Export promotion policy



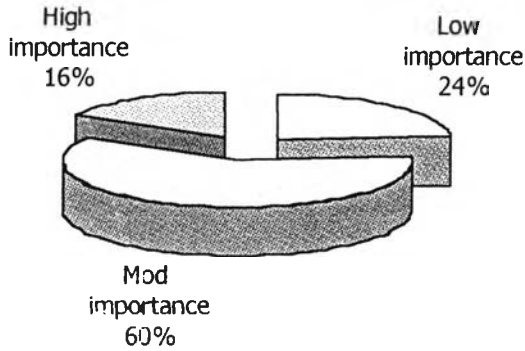
Tax policy in raw materia



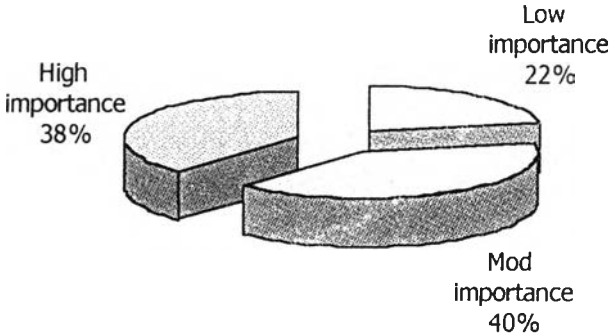
Tax policy in machine and equipmen



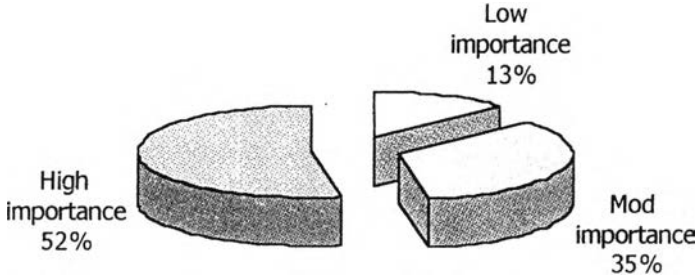
Tax policy about value added tax (VAT)



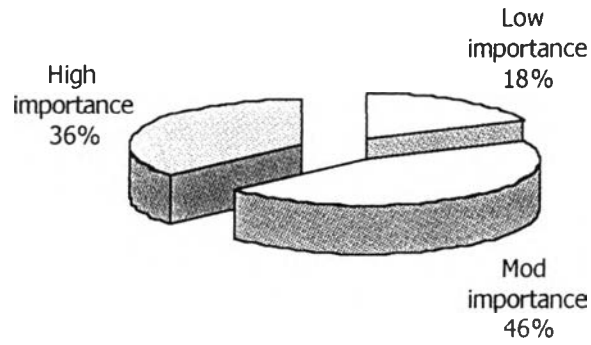
Improvement of import and export operator



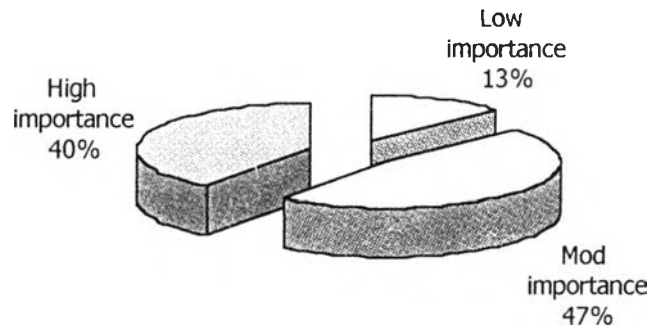
Supporting of the government to find the new market



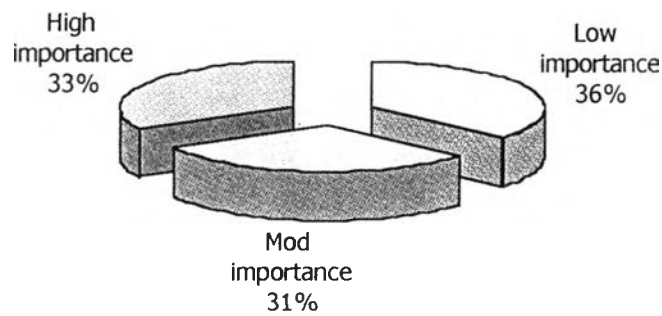
Providing the trading informatio & marketing research



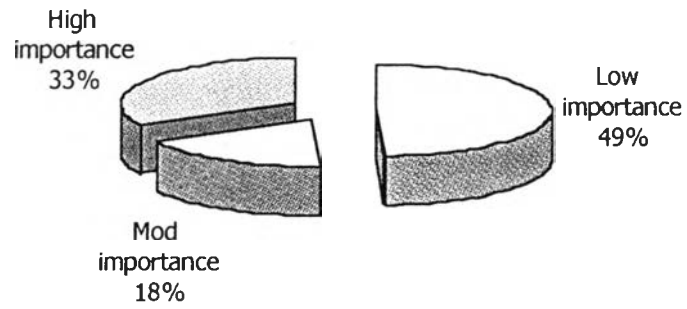
Internet and E-commerce to find the new market and provide the informatio



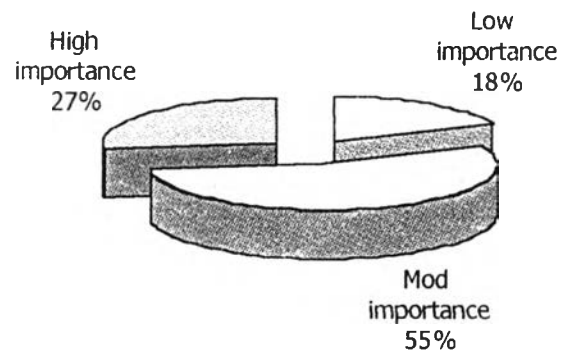
Having gemstones certificate



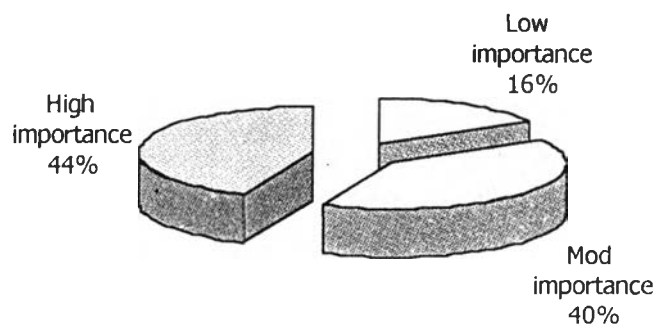
Having production standard certificat
such as ISO 9000



Having own brand name of Thai producer:



Marketing and management ability
of the entrepreneurs



BIOGRAPHY



Mr. Nattawut Tovikkai was born on May 25, 1977 in Bangkok, Thailand. He graduated the Bachelor's Degree in Industrial Engineering from Chulalongkorn University in academic year 1997. Then, he worked for Siam United Steel (1995) Company Limited for a year. After that, he resigned and has attended to study in Engineering Management at The Regional Centre for Manufacturing Systems Engineering. This centre is operated by the cooperation between Chulalongkorn University and University of Warwick, which has main base at Coventry, England. In 2000, he graduated Master's Degree in Engineering from Chulalongkorn University and Master's Degree in Science from University of Warwick.