

การพัฒนาการค้าชายแดน

Border Trade Development

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Executive Summary

Nakornpanom has formulated its own provincial strategies with a vision of “Pleasant living and IndoChina Partnerships”. One of its strategies focus on the province border trade development with the goals to generate more revenues to the province as well as the country. This would be one of the factors contributing to the strong and sustainable economic growth of Thailand. Based on the analysis of the exports of products to Lao PDR, it is found that there are various problems and obstacles both from internal factors in Thailand and those in Lao PDR.

The analysis of the available data reveals that there are some significant problems such as 1) the entry and reentry to Lao PDR is still not as convenient as it should be; 2) the international trade system of Lao PDR is still not fully liberalized; 3) the costs of shipping or logistics and services fees for the import-export are high and due to the fact that the transportation and communication system such as roads in the country is still not well-developed which leads to the existence of monopoly in trade in the Lao PDR; 4) the Lao PDR currency, kiep, is not stable; 5) the Lao market still lacks purchasing power; 6) the on-going informal trade affects the formal Thai trade representatives in Lao PDR; 7) the agreement on the product shipping or transportation/logistics along the Thai-Lao border still has many problems as currently, the Lao traders can ship their products through the Thai border but Thai traders cannot do the same through Lao PDR.

Approaches to the Problem Solutions :

We propose 1) the review of the border trade development strategies with respect to the development of the strategy map for border trade; 2) the value chain analysis to identify the linkage activities that would add values; and 3) align those to the provincial strategies for border trade development to enhance the effective outcomes.

Policy Recommendations

Based on the analysis of the available data and information, we propose the following recommendations :

1) Organize joint public-private meetings to solve the problems and obstacles and promote the exchange of visits of the two countries at all levels to strengthen the relationships;

2) The government should promote and encourage as well as provide consultancies to the private sector business entrepreneurs from Thailand who are conducting business in the Lao PDR to reduce their risks. This may be through taking some ownership/shares in the business that our Thai businessmen conduct in Lao PDR to develop more confidence and provide assurance.

3) Promote the participation by the third country or international NGOs to jointly develop the basic infrastructure in Lao PDR;

4) Seriously consider the operations of border trade by setting up clear policies and implementation plans as well as coordinate between government agencies and private sector of Thailand in solving problems more concretely. The local government agencies should also be set up with clear roles about its overseeing and development of the border trade to the international standards.

5) There should be a coordination in the identification of land areas in Thailand that are suitable for industrial/agricultural activities to support the border trade.

6) There should be a government agency that provide assistance and trade, promotion to the Thai businessmen and investors to conduct business in neighboring countries similar to the activities performed by JETRO of Japan.

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