

## Conclusions

1. The seed industry is expanding significantly and has reached a level where most seed is produced domestically.
2. Thailand has an open policy towards foreign investment and the imports of seeds.
3. There are many seed companies, both Thai and foreign, which concentrate their activities on maize, sorghum, sunflower and vegetables.
4. The government provides seed for crops like rice, soybeans and groundnut and is just now expanding into the vegetable seed market which is heavily dominated by the private sector.
5. The private sector is focussing on quality as the main competition issue. This has been stimulated by an open investment policy.
6. The farmer is becoming more sophisticated and modernization has arrived in the seed industry. Local seed agents and seed companies are increasing rapidly.
7. Thailand has the potential to establish itself as an international seed community.
8. Hybrid vegetable seed production has a bright future. Cheap labour, suitable climatic conditions and government support of foreign investment are key factors.

## TREE CROPS

### Cashews

Most of the cashews are grown in southern Thailand and are consumed domestically. Cashews are a crop well suited to the conditions prevalent in the Northeast. The Thai government has had over the years cashew promotion programmes, but little production has been achieved due to the fact that no local traders offered a market for the cashew nuts. The promoted varieties were not in demand for exporters.

Projects have been initiated to encourage farmers to switch production from tapioca to cashew nuts by providing farmers with high quality cashew nuts in demand in world markets.

An expanded production of high quality cashew nuts may lead to increased exports by Thailand provided that price and quality are improved. Major markets for cashews include North America, EEC and Japan.