Opportunities exist in:

- \* packaging technology 1.
  - frozen technology
    finished products

  - food irradiation
    - problem exists in marketing the term "gamma" in Thailand because it brings negative connotations.
  - \* bone separators
  - \* deboning technology
  - \* utilization of poultry by-products
- 2. Joint venture with a fish meal company to produce a high quality feed.
- 3. Food processing opportunites in chicken nuggets, chicken satay, etc.
- Animal husbandry has distinct advantages in that it is not 4. dependent on adequate rainfall or irrigation systems and is less prone to drought and flooding. The financial return from livestock is more constant and the markets are easier to find.
- 5. In promoting the livestock sector, there is inconsistency between government policy on livestock and on feed grain. While the government is trying to promote the livestock sector, it is also controlling the import of feeds. These policies have to be consistent.

## Leather Industry

Thailand's leather industry can be divided vertically into three segments: suppliers of cattle and buffalo hides, tanneries and leather product manufacturers. Production of leather products is for both local consumption and export. Exports account for 80-85% of total production. However, domestic hide production is still insufficient to meet total demand for tanned hides. During 1985-1987, exports of leather products increased 38% a year on average. In 1984, exports amounted to 1,497 million baht, in 1988, exports were expected to reach 4,500 million baht. The main markets are the U.S., Europe and the Middle East.

The major factors contributing to the increase in exports are the improved quality of Thai made products, price competitiveness and special tariff treatment given to Thai products.

There are 150 tanneries in operation and they process about 48,000 tons of raw hide feedstocks comprising fresh, brined, dried and chemically treated hides obtained from slaughterhouses and other sources into 16,000 tons of tanned leather annually.

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