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### **Abstract**

The objectives of the study focussed on agriculturists' social economic status, producing management, marketing system, cost and profit as well as suggested solutions to the problems discovered. Agriculturists, at Amphoe Kosumpisai Changwat Maha Sarakham, and was distributed to onion traders in order to find out about their marketing system.

The results have shown that the average age of both male and female agriculturists was 44.15 years, with primary school education. The average family size was 3.65 people. The average land holding for each household was about 4.98 rai where as 3.14 rai was used to grow multiplier onions. Most of them did not have a loan from any financial support.

The resource of water for watering the plants is mainly from the Che River and natural swamps in the village. Most onion bulbs were bought from Nakhon Phanom Province and Luang Prabang District in Udon Thani Province and grown on high-land due to the floods in rainy season.

The average income from selling the onions was 28,074.73 bahts/rai/crop. The total production cost was about 15,838.35 bahts/rai/crop of which it covered the cost of bulbs (6,961.42 bahts/rai/crop), chemicals (957.09 bahts/rai/crop), fertilizer (569.57 bahts/rai/crop) and Labor (1,328.59 bahts/rai/crop). The average production harvest was about 2,117.25 bahts/rai/crop.

There were three means of selling the products. 1) The products were partly sold to the merchants in the village. 2) The products were totally sold to the wholesaler. 3) The agriculturists sold the products by themselves.

The overall cost of producing the onions was 7.36 bahts/kg. This included packaging labor (3.01 bahts/kg.), packing (0.24 bahts/kg), transportation petrol (0.32 bahts/kg) and the total fixed cost (3.08 bahts/kg)

The main problems found were the decay of soil, the high cost of onion bulbs, insects and plant diseases and the uncertainty of the onion price at the market. Suggested solutions to the problems are planting alternative plants, the agriculturists should preserve the onion bulbs for the next crop, find ways to reduce insects and diseases and establish a cooperation institute in order to negotiate the price of the products with the market. More importantly, the quality of the products should be taken into consideration.