

P.O.Box 685 Makati Com Center
Makati, Rizal, Philippines
December 20, 1976

Dear Dr. Walz,

Thank you too for your letter of December 1. Lily is one of my daughters who is staying with me. She is married to Gerry Luglug also an Ifugao. Lily is also the one taking charge of our small curio shop at the Nayong Pilipino.

When the list with new prices was finished, I gave it to Lily to mail as we were at the time leaving for Baguio and there was no time for me to write. We just arrived 3 days ago. A couple of Ifugao cousins are helping me collect artifacts from the Mt. Provinces before it all disappears.

There are so many agents of dealers in Baguio and greater Manila that all the good pieces are coming into the tourist belt with fantastic prices. The prices are correct as you noticed and all in US dollars.

The cost of freight today is \$62 per cubic meter by ship or surface cargo. I think this is not bad when the crating is organized so that small items such as ornaments, dishes, etc can be placed inside bigger baskets. A two cubic meter box can contain spears and shields and larger baskets as well. Crates are safer today because they are now placed in large metal containers. A 20 foot container 96" high cost exporters of furniture and baskets (commercial) \$1,700 and a forty foot container cost \$3,000 to the USA.

Makati is a town due (SEE) south east of Manila and was being built when you were here last. Now it is the best shopping area in metro Manila and where most of the newly build big hotels are, including most of the bigger banks. It is NE of the air port and ten minutes by car. If you remember where Forbes Park is, Makati is between Manila and Forbes Park.

It is nice that you and Betty are spending Christmas in California. We too would like to go to the north but it is now damp and rainy in Ifugao...so we may spend it right here in Parañaque or perhaps go south to the Visayan Islands where one of my sons is.

We liked hearing of your Chippewa Indian ledges. I like building things too and our Ifugao house is almost complete, while it last, it gives great fun. /time

When I can find to do it, I will photograph some of the Bontoc and Ifugao baskets that we acquired, including other interesting items and will send you to help you select items which can be used for comparative study.

This is all for now and we wish ^{you} and Betty the best of Christmas and the coming New Year.

Cordially,

Bill
William G Beyer

FOLD SIDES OVER AND THEN FOLD BOTTOM UP AND SEAL
NO OTHER ENVELOPE SHOULD BE USED.

FOB Manila1964
Prices

I. Religious objects, human and animal figures

1. Bululs - Rice granary or agricultural gods carved of narra wood	\$300 - \$1,000	each	80
(See ART of ASIA, Jan-Feb 1974)			8
2. Bihang - Gate-way or Boundary idols of fern trunk....	5	"	
3. Balog - carved serpent at house attic	1,000	"	
4. Kinabbigat - House god sometimes also used as King Post life size from 5 to 6 foot tall	1,000	"	
5. Minahu, Hapag or Pile - Sorcery figurines	200	"	
6. Binabbuy - Ceremonial pig objects that goes with the bulul or sorcery figurines	50	"	
7. Kintib - Ceremonial box with snout on both ends, some- times with human or animal figure on cover...	200	"	
8. Pungam-ngan - Sorcery box w/snout on both ends	250	"	15

II. Semi-religious, human or animal figures

1. Priest wood spoon with human figure handle	30	"	
2. Copper or brass Priest spoon w/human figure handle ...	350	"	
3. Tiking - Wood coffin w/snout on both ends	1,000	"	
4. Hagabi - Prestige bench w/snout on both ends	1,000	"	
5. Haldak - wood shelf inside house with animal suspenders	350	"	
6. Dung-dung - brass or copper head-dress, human or bird figurine.	550	"	
7. Kañgo - Calao bird beak head-dress for wedding	50	"	

III. Folk Art, Erotic and or Phallic objects

1. Figurine, male with penis	10	"	
2. " , pregnant female	10	"	
3. " pr., in act of copulation, found in Kambulu	20	"	
4. Handagan - leaning stone (megalith) found in Hapao, Banaue, in the form of a male organ	1,000	"	
5. Tabayag - wood lime container in form of a male organ.	10	"	
6. " lime container from dried scrotom of goat, deer, goat or dog	15	"	
7. Pakko - wooden spoon with double figurine handle	40	"	
8. " " " mother carrying baby below belly ...	30	"	
9. Nunlipot an ulog - double snake	8	"	
10. " an banniyah - " lizard	10	"	
11. Nun lipot an tinnagguh - double figurine	30	"	

IV. Non-Religious objects in form of human or animal

1. Copper, brass or wood cappings of walking sticks, many types, human or animal or both	300	"	
(complete walking stick)	350	"	3
2. Spear shaft w/carving of human end or bulul shape below spear	35	"	
3. Idu - ordinary wood spoons with animal or human handle	25	"	
4. Kinahhuh - animal shaped wood dishes	35	"	6
5. Tangu-ñgu - meat container with human and or animal snout, sometimes lizard carved on cover	250	"	
6. Wooden duck or chicken carved as toy	10	"	
7. Uklup - Game hunter's helmet, carved human face . . .	20	"	
8. Hukap - Basket, rice wine cover with carved lizard ...	5	"	
9. Kalub - Chicken basket cover cut or carved figure ...	3	"	
10. Haklung - Dipper with carved handle	35	"	2

V. Ornaments

1. Paw-wekan - Mother of Pearl earring	5	"	
2. Ki-la-ung - " " " (another shape)	7	"	

V. Ornaments (cont'd)

3.	Hifigat - Shell ear-ring made of tridacna shell	\$ 2.50	each
4.	" - brass coiled earring	4.00	"
5.	" - scalloped brass or copper earring	7.00	"
6.	Upud - center of shell belt	12.50	" 14
7.	Ginuttu - Shell belt	80.00	" 30
8.	Abibi - Mother of Pearl waist ornament	25.00	"
9.	Palangapang - " neck or chest ornament	30.00	"
10.	Bitug - Gold, charm or neck piece	50.00	"
11.	" - Silver "	12.00	" 4
12.	" - brass or copper "	3.50	"
13.	Pina-higakken - deer head brass charm	10.00	"
✓14.	Giniling - coiled brass armlet for women	10.00	"
✓15.	Padang - " leglet for men	12.00	"
✓16.	Duli - snake spinal bone used as necklace or head-dress	5.00	"
17.	Attae - seed beads	1.00	" 50d
—18.	" - old glass beads 1 string	10.00	"
✓19.	Suklung - head basket	3.00	"
✓20.	Bihkal or Tang-al - boars teeth armlet	3.00	"
✓21.	Decorated ear plug	5.00	"

VI. Musical Instruments

1.	Libbit - Ifugao skin drum	25.00	"
2.	Sulibao - Igorot skin drum tall type	45.00	" 6
3.	Gangha - brass drum w/ gold or silver mix or alloy	250.00	" 125
✓4.	" - ordinary brass drum	100.00	"
5.	Patting - bamboo toy gong	2.00	"
6.	Paggung - bamboo percussion instrument	3.50	"
7.	Pattung - wood clapper small	6.00	" 2
8.	Bafgibang - " large for funeral dance	10.00	"
9.	Bikkung - bamboo love harp	1.00	" 254
10.	Guyyud - brass or metal love harp	5.00	"
✓11.	Kalelleng - decorated bamboo nose flute	4.00	"
12.	Ungfigiyung - ordinary mouth flute	2.00	" 1
✓13.	Bingfigigan - Bull-rhorer	1.00	"
14.	Etneg or Esneg fan flute of bamboo	15.00	"
15.	Mangyan guitar with hair strings	50.00	"

VII. Textiles or Woven material

1.	Bayya-ung - upper class or nobility class blanket with designs (mostly red and blue)	35.00	" 6
2.	" an tolge - upper class women's skirt w/designs	10.00	" 6
3.	Binnalit - ordinary blue and white skirt	6.00	" 2.50
4.	Hape - middle class blanket	15.00	"
✓5.	Bimittuwon - star decorated Kalinga blanket	25.00	"
6.	Oban - baby blanket	10.00	"
✓7.	Wakis - Bontoc decorated skirt	8.00	"
✓8.	Wanis - " decorated loin cloth	10.00	"
9.	Wano - Ifugao loin cloth	6.00	" 2.50
✓10.	Tinagguh - Ifugao tie-dyed loin cloth	10.00	" 2.50
11.	Gamong - Ifugao death blanket	12.00	" 13
12.	Gamit - tie-dyed sash (Ifugao)	10.00	" 2
✓13.	Mayad - Ifugao women's sash (decorated)	10.00	" 2
14.	Ambayug - " hip bag	5.00	"
15.	Butung - " men's hip bag w/ brass handle	12.00	" 4
16.	Kamma - spun woven bark jacket	10.00	" 2
✓17.	Lubung - Ifugao ladies blouse or shirt	6.00	" 2.50
✓18.	Tillot - Bontoc sash with long tails	8.00	"

VIII. Charm or Talisman Objects

1. Hiwang - Talisman enclosed in rattan weaving	\$ 20.00	each
2. Boban di Kidul an Hiwang - Stone adze as charm	20.00	"
(neolithic)		
3. Hopal - Rare plant bark, vine or fruit as charm	5.00	"
(against fire or typhoon)		
4. Agayum - Charm for love	25.00	"
5. Kiwil - Rare tooth or stone from lighting struck tree or any object	25.00	"
6. Balituk - Mythed gold ornament	500.00	"
7q Black stone (carry polished) tektite, good luck charm	10.00	"

XIX. Weaponry

1. Gayang - Dragon fly-shaped upper class spear	30.00	" 7
2. Ludit - leaf " " " "	30.00	"
3. Balahog - game spear	30.00	" 7
4. Hinagat - " " with right angle barbs	30.00	"
5. Hinolgat - " " muti - barbs	30.00	"
6. Doltak - Fish spear	15.00	"
7. Tukab - Bamboo religious spear	1.00	"
8. Hinalung - Deuble edged large knife or bole	8.00	" 4
9. Han-gap - single edged large knife or bole	10.00	" 5
10. Gaman - Head or battle axe	8.00	" 7
11. Pana - Bow and arrow	25.00	"
12. Tupig - Dagger	6.00	"
13. Uttiwong - Small knife	4.00	"
14. Wah - work axe	10.00	"
15. Hapiye - Ifugao shield	20.00	" 4
16. Kalasag - Pronged shield, Kalinga or Bentec	20.00	"
17. Huga - decorated bamboo stakes50	"
18. Binang-e - Decorated upper class spear	30.00	"

XX. Black-smithing Objects

1. Damagan - Black smith stone anvil	10.00	"
2. Bu-ung - " " cylindrical wooden tubes for air..	50.00	"
3. Luglug - " " bellows	20.00	"
4. Gattuling - Flat stone to hold buried air tubes and to protect wooden cylinders from the fire....	10.00	"
✓5. Tutu, pamalu - stone hammer . . . (wood handle)	10.00	"
6. Puntoneban - wooden oblong through for tempering	5.00	"
7. Ipit - fork to hold one end of metal.	4.00	"
8. Haitan - grinding stone for black-smith	3.00	"

XI. Weaving Objects

✓1. Palatan - complete loom (back-strap)	30.00	"
2. Kalabig - back strap of deer skin	3.50	"
3. Hikitan - feeder thread holder	1.00	"
4. Wallangan - wooden thread holder H-shaped	4.00	"
✓5. Tobayan - wooden spindle	2.00	"
6. Lilin - weaver's wax (bees)	1.00	"
7. Gutiting - design aid runo sticks50	"
✓8. Shuttle - (Baliga)	3.50	"
9. Bali-yau - yarn drier	3.50	"
10. Ubunan di mumbayat - weaver's stool w/foot.rest....	6.00	"
11. Taggai - basket dish for thread balls	3.00	"
12. Gulun - separator thread	1.00	"

XII. Basketry

1. Balyag -square funnel shaped basket w/head strap	30.00	" 10
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XIII. Basketry - (cont'd)

2.	Tupil - rattan square or oblong utility box	\$ 10.00	each
3.	Hukup - square rice basket (boiled rice)	8.00	"
4.	Upig - rattan pouch finely woven .	5.00	"
5.	Kulikug - Bontoc green rice basket	5.00	"
6.	Baunan - lunch basket	5.00	"
7.	Aggawin - Bontoc utility basket /	5.00	"
8.	Kupit - Bontoc 2 compartment shoulder basket	8.00	"
9.	Bango - Ifugao traveler's basket with rain proofing	25.00	" 7
10.	Inabnutan - Ifugao head basket (ceremonial)	50.00	"
11.	Akbut - deer skin back basket with woven strap ..	25.00	"
12.	Takba - rattan back basket	8.00	"
13.	Mainat - stretched or oblong rice baskt	8.00	"
14.	Kulbung - milled rice basket medium size	10.00	"
15.	Utlunfigo - chicken feed basket	5.00	"
16.	Tudung - scoop shaped Ifugao agricultural basket	5.00	" 2
17.	Haidu - sieve basket for snail and mud fish catcher	2.50	" 2.50
18.	Butit - locust basket . . . medium size	10.00	" 2.50
19.	Tagga-i - tray baskt	2.00	"
20.	Ligau or Pallungan - winnowing basket for rice	8.50	" 2.50
21.	Ubin di gangha - brass drum or gong baskt	5.00	"
22.	Ubih - chicken basket	6.50	"
23.	Ayud - spoon basket	4.00	" 1.50
24.	Bontoc rice basket, different from the Ifugao	5.50	"

XIV. Kitchen Objects

1.	Banga - earthen pot, medium size	3.50	"
2.	Pannuman - " water jar with handle, Ifugao	12.00	" 2.50
3.	Bontee water jar with support, medium size	12.50	"
4.	Kalinga water jar, medium size with empresses decor	25.00	"
5.	Aluweg, Ifugao decorated bamboo water container	5.50	" 2
6.	Tunggali, spice or salt tube	1.50	"
7.	Punbanahan - wooden spice dish	3.50	" 1.25
8.	Duyu - notched or scalloped medium size wood dish ..	5.50	" 4
9.	Dinallulu - oblong wood dish	6.00	"
10.	Bitangfige - carved wooden double dish	8.50	"
11.	Bentoc medium size wood dish	4.50	"
12.	Inattagang - wood or coconut spoon	1.00	"
13.	Inadu - wooden spatula	1.50	" 1
14.	Haklung - " dipper	3.00	" 1.25
15.	Bontoc wooden dipper	3.00	"
16.	Guhugu - grater from petiole of rattan fruit vine ..	3.50	"
17.	Taug - coconut drinking cup (Ifugao)	1.50	" .50
18.	Decorated Kalinga coconut cup (large size)	3.50	"
19.	Anad - kitchen sweet potato knife	2.50	"
20.	Ludih - wooden spice crusher	1.50	"
21.	Inadun di dayakkot - rice wine large spatula	2.50	"

XIV. Traps

1.	Attab - bamboo mouse or rat trap	2.50	"
2.	Tawang - medium size bird net	3.00	"
3.	Gubun di gadiw - elaborately made fish trap	6.50	"
4.	" " yuyu - ordinary fish trap	1.00	" 1
5.	Hakkob - mud fish trap of bamboo	3.50	" 1.50
6.	Udal - large eel trap	10.00	"
7.	Hulu - bird snare	1.00	"
8.	Lingon - bird trap	6.00	"
9.	Bala-e - big game spring-spear trap	15.00	"

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XV. Mills

1. Buliwo - hard wood sugar cane roller or press	\$ 100.00	each
2. Kepala - spring type sugar cane press	50.00	"
3. Bentoe and Igorot oblong type rice mill	80.00	"
4. Ifugao mortar and pestle, rice mill	50.00	"
5. Small stone or wood mortar and pestle for flour	25.00	"
6. Kalinga rice mortar and pestle	75.00	"

XVI. Farming Objects

1. Gaud - wooden spade	8.50	" 4
2. Bahuyang - wooden crowbar (tip harden by fire)	3.50	"
3. Kina-ge - farmer's rain-cape	15.00	"
4. Innañga - " " made of palm leaves	5.50	"
5. Hallidung - " rain hat	5.00	" 1.25
6. Tudung - women's rain cape	5.00	" 2.50
7. Daluh - women's cleaning and or cultivating trowel .	6.00	" 2.50
8. Bokkah - wooden or metal tipped crowbar	5.00	" 4
9. Hagañgoh - earth or stone carrying object	3.50	" 1.50
10. Huyung - water trough	15.00	" 4
11. Guyudan - drag board	10.00	"
12. Bekkan di lapne - sweet potato digging stick	4.50	" 1.50
13. Puhik di bate - stone hammer or breaker	6.00	"
14. Tete - wall ladder for cleaning	5.00	"

XVII. Potter's material

1. Pitak- fine clay for pottery . lkile sample.50	"
2. Amad - clay potter's spatula	1.00	"
3. Libu - resin for glazing (100 grams)	1.00	"
4. Ubunan di banga - base for pots	3.50	"
5. Newly made Kalinga pot	2.50	"

XVIII. Rice-wine making objects

1. Binokbek - yeast cake 100 grams in powder or cake ..	1.00	"
2. Balen di binokbek - yeast bamboo container w/cover..	1.00	"
3. Punlephan - wood trough for making rice wine	10.00	"
4. Talluku - basket (conical) for rice wine making ...	10.00	"
5. Onwad - herb roots for yeast making 1 bundle	1.00	"
6. Dale - wood or clay wine container	25.00	"
7. Buhi - wine jar (brown mng)	500.00	"
8. " and gargarit - blue and white Ching wine jar ...	300.00	"
9. Gubun di buhi - sieve in the form of a cylindrical basket placed inside wine jar to separate wine from the fermented rice	3.50	"
10. Guling - dark brown small jar for first juice	350.00	"

XIX. Religious Objects not in form of human or animal

1. Tobeng - dried pig skin used in simple rites	10.00	"
2. Palipal @ religious bamboo object used during harvest ritual	5.00	"
3. Hañgal or takitak - bamboo religious object used in beating time during chant over pig	5.00	"
4. Todek - screery rite object in a bundle	25.00	"
5. Nguhu - rattan mourning bracelet or head-band	1.00	"
6. Dongla and puñget - head dress during funeral dance	2.50	" 2.50
7. Pudung - tabu sign of rice stem or of runo leaves ..	.50	"
8. Pinneklah - religious object used during head hunting ritual dance	80.00	"
9. Golet - bamboo knife to kill sacrificial fowls	1.00	"

XIX. Religious Objects not in form of human or animal (cont'd)

10. Buga - religious pebble or tiny egg placed in cer. box	\$ 1.00	ea
11. Hangdel - death chair of palm tree	20.00	"
12. Dulladulao - religious object of rattan ring and feathers	5.00	"
13. Pamahen - large wood bowl for wine used only in rituals	10.00	"
14. Ungut di baya - coconut wine cup used only during " ..	2.50	"
15. Hukup di Baki - religious square box or ritual box	35.00	"

XX. Household and other general utility objects

1. Goñgot - hair cut bamboo piece	1.00	"
2. Tummutum - coconut fish container with cover	2.50	"
3. Gukguk - gourd seed container	2.50	"
4. Batawel - rice carrying pole	2.00	"
5. Binanganga - clay pipe	10.00	2,50
6. Dullalu - brass pipe	12.00	"
7. Bawwot - carved hard wood playing top	4.50	1,25
8. Punbatek - tattooing needle and wood handle	4.00	1,25
9. Dulung - sleeping board, Ifugao	15.00	"
10. Bontoc sleeping board	10.00	"
11. Dalapong - wood stool	5.00	2,00
12. Banting - primitive flint and steel	10.00	"
13. Hulpakan - fire piston .(complete.set)	15.00	6.00
14. Balunglung - decorated pig feeding trough	10.00	"
15. Ubunan - decorated wood stool w/ back rest	10.00	"
16. Gamulang - rice harvest knife	2.00	"
17. Igud - wooden skin subbing object fer bathing	1.00	"
18. Allawin - bamboo shell container	2.50.	"
19. Oyem - veiled brass handle	4.00	"
20. Pawah - brass handle for bags	2.00	"
21. Dapdap - Carrying object of bamboo and rattan and wood..	15.00	"
22. Upig di pihu - rattan coin container	5.00	"
23. Buliwoh di Kayiw - wood drill (primitive)	10.00	"