

BIBLIOGRAPHY

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Adviser: Prof. Jovita M. Sim

ABSTRACT

The study was conducted to present the evolution of the Kabayan weaving industry; describe the socio-demographic profile of the industry; identify the market outlets of the woven products; identify the agencies assisting and supporting the weavers in Kabayan and the forms of assistance provided; and identify the problems being encountered and their coping mechanisms to the problems.

The respondents were classified into two; the sewers and the weavers. There were 19 respondents in all; four sewers and fifteen weavers. They were all female. Majority were married, reached high school level education and young adults. Weaving activities are considered their full time and main source of their income.

The products are mainly on novelty items. Native clothes and coats are produced on order basis.

The government agencies supporting the Kabayan Weaving Arts and Crafts are the Department of Trade and Industry (DTI), Department of Labor and Employment (DOLE), Technical Education and Skills development Authority (TESDA), Department of Agriculture (DA), Earthquake Rehabilitation Program (ERP), and other organizations. The kinds of assistance provided were training on product development, on leadership,

and book keeping; advertising; marketing; provision of looms and sewing machines; creation of trade name and logo; financial support; and information services.

The mentioned main problem of the business is lack of capital. Other problems are lack of work force, and lack of materials. The sewers and weavers problems were low labor and some related health problems.

The coping mechanisms recommended to the problems were to get financial assistance from the government and non-government groups and to send someone to train for master cutting for free. Lastly, the sewers and weavers should use mask to protect them from health- related problems



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INTRODUCTION

Background of the Study

Benguet province is popularly known for being one of the major highland vegetable producing provinces in the country making it, in fact the “Salad Bowl of the Philippines”. It is bounded by the province of Pangasinan on the south, La Union and Ilocos Sur on the west and Ifugao on the east.

Having thirteen municipalities, different ethno linguistic groups inhabit this province. Majority are the Ibalois found in the eastern part and the Kankanaeys in the northern part of the province. There are also other groups such as the Ikaraos of Bokod; the Kalanguya said to be the extension of larger Kalanguyas of Nueva Ecija, Nueva Viscaya and Tinoc, Ifugao even Natividad, Pangasinan; and the Iowak of Itogon. The daily life of this group is motivated by the belief that someone greater is doing favor to those who obey and punish those who are not.

The province of Benguet has many things to offer aside from its rich natural resources. Benguet people are more inclined into farming than any other livelihood activities. The province is also proud with its weaving industry. Almost all municipalities of the province had organized weaving groups but apparently only few municipalities have sustained the weaving operation. Despite the challenges being faced by this industry, few groups and individuals managed to continue the weaving operation.

Weaving is an important element and component of Benguet culture, it became a family activity. Women and children have their own role/function in the industry, cotton separation, dyeing, drying, spinning and weaving. Back strap looms are handed down either as heirlooms or as gifts from the husband.



As a business enterprise, loom weaving started in Baguio City in 1909 at the Easter Weaving Room. With the influx of tourist in the city in 1970, the demand for souvenir items identified with Cordillera ethnic groups increased tremendously. Thus, women who usually wove cloth only for their families started to turn the activity into a family-based income generating activity (HomeNet, 2007).

Weaving played an important role in the economy of the province especially in the municipality of Kabayan. In the heart of this town is found a weaving business that caters even to the international market. This business became a part of the town's identity aside from being known for its mummies and Mt. Pulag.

Historically, Kabayan is said to be the origin of Ibaloi culture. Mt. Pulag is believed to be the home of *kavunian*, *kaapuan*, spirits, gods and goddesses of the Ibalois. Kabayan is located about 85 km northeast of Baguio City. It is bounded on the north by Buguias, south by Bokod, west by Atok and east by Tinoc, Ifugao and Ambaguio of Nueva Viscaya.

Kabayan mainly depend on farming as a source of living. However, the entry of weaving business also became an alternative source of income for the women in the area. Currently, they have organized weaving groups that continually weave different products. Now, Benguet woven products and cloth will not only depend from the Ilocano and Mountain Province weavers but to the Benguet weavers like the Kabayan weaving industry.

Statement of the Problem

The study aimed to answer the following questions:

1. What is the historical development of the Kabayan weaving industry?



2. What is the socio-demographic profile of Kabayan weaving industry?
3. What are the kinds of woven products they produce?
4. What are the market outlets for these products?
5. What are the agencies assisting/ supporting the weavers and the forms of assistance provided?
6. What are the problems encountered by these weavers and their coping mechanisms for these problems?

Objectives of the Study

The study intended to:

1. Present the evolution of the Kabayan weaving industry.
2. To describe the socio-demographic profile of the industry.
3. To identify the kinds of woven products they produce.
4. To identify market outlets of these products.
5. To identify the agencies assisting/ supporting the weavers in Kabayan and the forms of assistance provided.
6. To identify the problems being encountered and their coping mechanisms for these problems.

Importance of the Study

The study aims to describe the Kabayan weaving industry; its evolution, production, and marketing operations. Aside from famously known for its mummies and Mt. Pulag trekking, this study can also give another view on the Kabayan being one producer of locally made and with quality woven products to boost. This will also



highlight Kabayan, not just a vegetable producing area, but a weaving area for the province. This research aims as well to present other perspective linked with weaving more than the economic support it offers.

In profiling the weaving industry in the municipality of Kabayan, it is important to have a profile of the key players involved in this industry. This can give an overview of the weaving industry of the area. The experience of the Kabayan loom weaving industry can serve as a guide for other entrepreneur intending to go into the same enterprise.

Likewise, this study can serve as reference for future and in-depth researchers on Kabayan weaving and other enterprises.

Scope and Delimitation

Kabayan has other women's association engaged with weaving. Discussions were concentrated with Kabayan Weaving Arts and Crafts since it is the business presently operating to this date.

The respondents of this study were the weavers connected with the business. The data gathering was conducted on December 2008.



REVIEW OF LITERATURE

As said, weaving is a part of the culture of Benguet people. Although, they do not weave like the Ilocano who use the back strap of loom weaving, they were also taught by nature to produce and weave clothing using indigenous ways.

Indigenous Practices

Weaving is said to have started centuries ago when people used bark fibers to produce loin cloth for g-string, belts, tapis (skirts) and ritual blankets. Fibers-producing trees were then used to protect the bodies from the heat of the sun and the coldness of the day. In the past, clothing for men consisted of bark cloth called binalbal taken from the wild breadfruit or balete trees. The women had to patiently piece together the bark cloth for skirts. The Ibaloi woman uses for her many layered skirt cloth and blouse, the man's loin and blankets are made for them by the Ilocanos (Leano, 1985).

There were no accounts that Ibaloi women weave cloth using back strap or loom weaving machine. However, it is generalized that historically, weaving is a traditional craft of the Igorots. Most women know how to weave on a back strap loom which consists of a band strapped together around the hips of the weaver to hold the loom together. Indigenous raw materials used for weaving then were obtained from barks, which were palm-twisted on the thigh to produce the threads. These were dyed in herbs and wild berries. The finished woven materials were thick and coarse and about 41 centimeters in width and 14-16 meters in length. Later, the cotton threads used for weaving were procured from lowland merchants. Innovations in weaving were



introduced like the use of the Ilokano upright looms that are more efficient and versatile (Industry Profile: Loom Weaving, DTI).

Vanoberbergh, 1929 as cited by Nguslab, 2007 reported that the indigenous customs and traditions of the people of the Cordillera as a whole have persisted through centuries, although there have been many changes and accommodations of non-indigenous practices especially in town centers. Among these integral to the community's way of life which connected the materials world to the spirituals world of the Cordillera.

Being a major industry in the world, weaving also became an interesting subject for studies. These are other concerns associated with weaving industry, some of which are the selection of weavers, dyeing, pricing and channel or marketing outlets. Same with other industries, problems, constraints or limitation related to these activities are also given attention as a part of studies.

Selection of Weaves

A consumer should have a few general principles in mind when selecting a woven fabric. The purpose for which the fabrics are to be used is very important. Some weavers are made for strength and durability; others are made for beauty, richness of texture and designs (Wingate, 1964).

The selection of fabrics or clothing begins with knowledge of fiber properties; types of yarns which influence fabric texture and handle fabric construction which influences handle, shape, wrinkle resistance and general appearance (Ghol and Vilensky, 1971).



Dyeing

Fabrics are traditionally color dyed in liquid dyes; salt and other chemicals, which help to fix the dye in the cloth, are also dissolved into the liquid so that the fabric retains the color when used and when washed (Down, 1999).

The consumer is becoming more conscious of the color of the fabrics. Through the educational aid of intelligent sales people and national advertising, the consumer is learning what colors and their combinations best suit certain types and is becoming more particular in selecting colors for home (Wingate, 1964).

The hard woven fabrics are colored with vegetable dye. Yellow from the roots of yellow ginger; pink, lavender and fuchsia from the bark of sapang tree; brown and khake from the bark of the kapok tree; mocha from the bark of camatchile tree; blue from the leaves of tagum; black from the leaves of talisay tree and orange from the bark of cabuga tree or noni tree. The combinations of different dye stuff, temperature and length of time will produce different color (La Herminia, 2008).

Pricing

As stated by Pakias (2008), price is money given to a seller in exchange for good/s or service/s. Generally, industries price their products through cost-based pricing. Cost of production plus mark-up or market pricing or the prevailing price is market.

The selling price of the weavers and sewers is usually based on the on-going market price. During lean season process are said to be about 10% lower, this is widely practiced in order to sell and therefore have income (HomeNet, 2007).

Some weavers figure the price for a piece and should be four times the cost of the materials. Others divide the total basic cost by the annual production time, which they



determine by multiplying the number of hours per week times the number of weeks per years used for weaving (Held, 1999).

Marketing Outlets/ Channels

Marketing channels consist of the set of people and firms involved in the transfer of title to a product as the product moves from producer to ultimate consumer or business user. A channel of distribution always includes both the producer and the final customer for the product in its present form as well as any middlemen such as retailers and wholesalers. The channel for a product extends only to the last person or organization that buys it without making any significant change in its form. Producers, middleman and final customers, other institutions aid in the distribution process (Etzel et al. 2001).

In the Cordillera, most of the woven products are sold in Baguio City and in the factory sites. Some bigger firms have supply contracts with department stores in Metro Manila and Metro Davao (DTI, 2007).

Problems

Some problems relative to the production of woven cloth are inability to improve the quality and quantity of the products, and raw materials shortage especially during the peak season. Engaging in their activity also affects the health of the weaver most of whom suffer from back pains due to long hours of weaving (HomeNet, 2007).

In Cebu, the sales and profit have been falling for the last five years due to the heighten competition brought about by the globalization. A lot of cheap substitute have now entered the market and which the designs are pegged to satisfy big buyers (HomeNet, 2007).



DTI (2007), studies have significant and common problems true to all provinces regarding the weaving industry. These are: weaving is considered an alternative livelihood and have limited effort to make it as a main source of living production and trading firms were established but a significant number has been dissolved due to lack of capital, number of sewer is diminishing because younger generation prefer other lucrative mainstream jobs; and weaving organizations have strong potential but needs strengthening and management development.

Anent to this, initial result of the BSU textile research team, an Angara-funded project shows that major dilemma the weaving industry is facing are the marketing of products and the availability of threads in the local market.

Same with this study on the Kabayan weaving, it aims to identify the problem being faced by the weavers but limited to the municipality of Kabayan.



METHODOLOGY

Locale and Time of the Study

This research was conducted at Kabayan, Benguet limited only to the barangay of Poblacion, where there are still existing weavers.

The data gathering was conducted on December 2008.

Respondents of the Study

The respondents of the study were the owner of the Kabayan Weaving Arts and Crafts and all the weavers in the study area. These weavers are those who are affiliated or contract weaver of Kabayan Weaving Arts and Crafts (KWAC).

Data Gathering

The data needed was gathered with the use of Key Informant Interview (KII). The key informant interview was employed with the owner, and also with the weavers in Kabayan. A questionnaire was used as a guide during the interview. Secondary or desk researches were also a great help in the study. The data gathered from the library also verify some data needed.

Data Analysis

The data gathered were tabulated, analyzed, discussed and interpreted. Descriptive statistics such as frequency counts, percentage, mean, and ranking was used primarily to describe the data. Qualitative discussion was employed since there was no hypothesis that this research wants to prove.



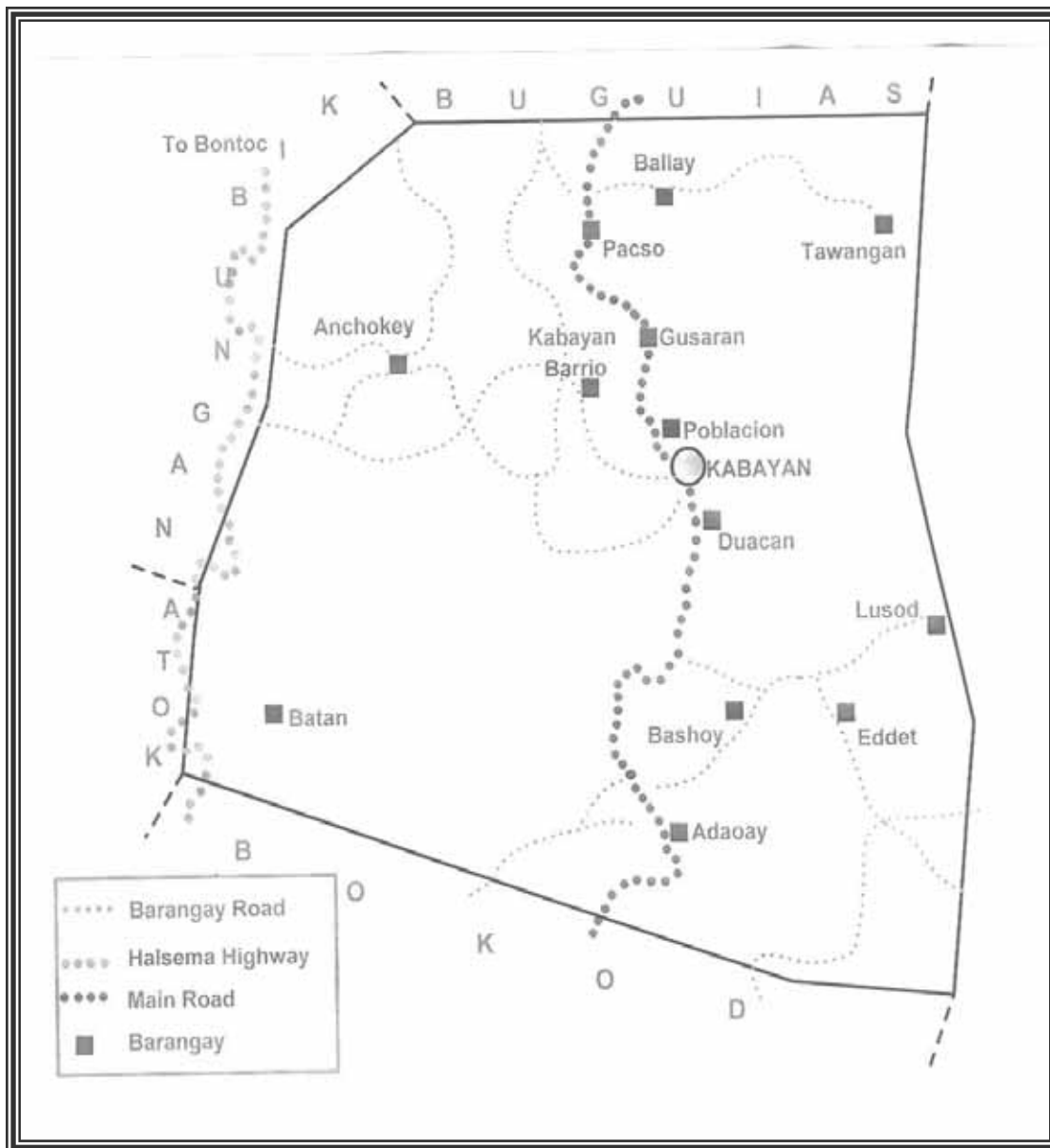


Figure 1. Location map of the study area



RESULTS AND DISCUSSION

Historical Development

Kabayan, Benguet is introduced as an ecotourism destination in the country, as it is famous for its mummies and Mt. Pulag. It is also a right time for its weaving to be known.

Before reaching its present status, the weaving operation had to overcome the barriers along the way, more the pressures coming from the community. Now, its accomplishments brought recognition to the municipality, as well as the province and to the weaving world.

Culturally, Kabayan is not a weaving area only until 1970's when it was introduced. In 1973, formal training on weaving was conducted by Department of Trade and Industries (DTI). This was through the organized women's association. Trainings on weaving paved the way for the local people to embrace weaving in their culture. Maxencia Pili, Kabayan Weaving Arts and Crafts owner, recalled that during the 1973 DTI training, she was with the local government unit, thus she attended the training after office hours. Despite of time constraints, her willingness to learn pushed her to develop more her skills. She was first taught by her aunt, thus Pili started to operate the loom weaving during her elementary grades.

Later on, she bought her own loom and started to produce woven products for family's use. In 1991, year after the earthquake, her husband traded woven products up to Kilometer 21, of the Halsema Highway. It was this time when she first saw the potential of woven products in the market.

Aside from her family doing weaving activities, the Kabayan Women Association also are involved on the weaving industry in the area. The association was organized in order to avail assistance from the government and non government agencies.

In 1994, after her operation, Pili went back to Kabayan and saw that looms given to the association were not being used. With the passion in weaving, he requested assistance to revive the association. Having no funds at that time, Pili personally provided the members with threads to start again with their weaving activities.

With the fact that more problems arise in the association, DTI then suggested Pili to register the weaving business on her own name. The Earthquake Rehabilitation Project (ERP) likewise assisted her on the trade name and logo, now- the Kabayan Weaving Arts and Crafts (KWAC) was born.

The Kabayan Weaving Arts and Crafts is a privately managed business in close coordination with the Kabayan Women's Association (KWA). Members of the Kabayan Women's Association were absorbed to work with Pili.

Now, the Kabayan Weaving Arts and Crafts is one tourist destination in Poblacion, Kabayan, Benguet. As have mentioned earlier, business is personally managed by Maxencia Pili who employs fifteen (15) weavers and seven (7) sewers.

Transcending from being a business entity, it helped the women to regain their self-worth from their past experiences. The KWAC generates employment for the Out of School Youth, single parents (widows and mother out of wedlock). For this, she was given the Ramon Magsaysay Award by TESDA for such contribution in the area.

The Kabayan Women's Development Association (KWDA) works with the Kabayan Weaving Arts and Crafts. The association is responsible in requesting trainings



and seminars for the weaving operation. To accommodate the husbands of the members and other people from the community, the KWDA was change into Kabayan Women and Farmers Development Association (KWFDA). The association included the farmers in the name because they also initiated the production of different Yacon products as a source of income in the area. Yacon is a tuberous crop which was introduced in the northern part of Philippines by Japanese. It is an organically grown crops which they claimed a medicinal plant. The association was also the team behind the commercialization of Lemon grass (balanoi) tea and lemon grass oil as another alternative source of livelihood in the community.

Profile of the Respondents

Table one presents the profile of the respondents in this study. The respondents were classified into two; the sewers and the weavers. All these respondents were members of the Kabayan Women's Association. Out of the 19 respondents, 4 are sewers and 15 are weavers.

Age. The age of the respondents ranges from 17-56 years old. Fifty percent of the sewers belong to the age bracket of 47-56 years old, and 25% are ranging from 37-46 years old or 27-36 years old. Forty-seven percent of the weavers belong to the age bracket of 17-26 years old, followed by 33% with age ranging from 37-46 years old, and the remaining 20% of the respondents belong to the age brackets 47-56 and 17-26 years old. This implies that most of the women engaged in weaving are young adults.

Sex. The data shows that the sewers and weavers are all female (100%). This shows that women are into the weaving industry more than men. This affirms what the HomeNet says that women are into the weaving activities, thus it is a job for women. It



may also be attributed that because the weaving industry in the place make used of indigenous materials thus, no complicated machines were used and weaving activity could be done at home.

Civil status. Seventy-five percent of the sewers were married and 25% were single. On the other hand, 60% of the weavers were married while 40% were single. This shows that more married women are into weaving than single women. The result implies that weaving activity is more attractive to married women especially those unemployed. It is an additional source of income for the family. The single women are also involved because the Kabayan Weaving Arts and Crafts employed the out of school youth. The young and single employees composed the out of school youth.

Educational attainment. The table shows that 75% of the sewers had reached college and 25% elementary education. Of the weavers, 66% reached high school, 27% reached college and 7% elementary education. This implies that majority of the respondents had formal education, though 32% only had reached only elementary school.

Monthly income. The table shows that all sewers have a monthly income out of sewing ranges from Php 5,000 - 8,000. None of the sewers and weavers has an income ranging from Php 9,000-16,000 and two of the weavers did not reveal/indicate their income. Fifty-three percent of the respondents of the weavers have an income ranging from Php1, 000 - 4,000 ranges. This implies that the sewers have a higher income than the weavers. According to Fuelles (n.d) the average monthly salary of weavers from small weaving firms is Php 3,000 with minimum and maximum salaries between Php 500 and Php 6,000.



Year started to weave/sew. The table shows that seventy five percent of the sewers started sewing in 1994 while 25% started in 2005. In weaving, 54% started from year 2001-2008, 20% from year 1991-200 and 13% from year 1981-1990 or 1970-1980. This implies that more people got interested to learn the business.

Average number of hours in a day involved in weaving activities. The table shows that all the sewers (100%) used 6 to 15 hours of their time everyday for sewing similar time as 60% of the weavers spend in weaving. Results show that the weavers and sewers spend much time in this activity. The workers are even working beyond the regular eight hours working time in government and private offices.

Average number of days in a week involved in sewing/weaving. All the sewers (100%) spend five to seven days each week to sew while 54% of the weavers spend the same days in weaving. 20% spend three to four days per week and 13% spend one to two day per week. This implies that same time is involved in sewing and weaving.

Table 1. Profile of the respondents

PARTICULAR	SEWERS		WEAVERS	
	F	%	F	%
Age				
17-26	0	0	7	47
27-36	1	25	1	7
37-46	1	25	5	33
47-56	2	50	2	13
TOTAL	4	100	15	100



Table 1 Continued...

PARTICULAR	SEWERS		WEAVERS	
	F	%	F	%
Sex				
Male	0	0	0	0
Female	4	100	15	100
TOTAL	4	100	15	100
Civil Status				
Married	3	75	9	60
Single	1	25	6	40
TOTAL	4	100	15	100
Educational Attainment				
Elementary	1	25	1	7
High School	0	0	10	66
College	3	75	4	27
TOTAL	4	100	15	100
Monthly Income				
Less 1000	0	0	1	7
1000-4000	0	0	8	53
5000-8000	4	100	3	20
9000-12000	0	0	0	0
13000-16000	0	0	0	0
17000-20000	0	0	1	7
Not Revealed	0	0	2	13
TOTAL	4	100	15	100



Table 1. Continued...

PARTICULAR	SEWERS		WEAVERS	
	F	%	F	%
Year Started to Sew/ Weave				
1970-1980	0	0	2	13
1981-1990	0	0	2	13
1991-2000	3	75	3	20
2001-2008	1	25	8	54
TOTAL	4	100	15	100
Average Number of Days Involved in Sewing/Weaving				
1-5	0	0	4	27
6-10	2	50	6	40
11-15	2	50	3	20
Not Revealed	0	0	2	13
TOTAL	4	100	15	100
Average Days in a Week Involved in Sewing/Weaving				
1-2	0	0	2	13
3-4	0	0	3	20
5-7	4	100	8	54
Not Revealed	0	0	2	13
TOTAL	4	100	15	100

Kinds of Woven Products and Their Wholesale Prices

Table 2 illustrates the kind of woven (novelty) products and their corresponding



present prices when out in the market. The prices are according to the products' sizes and are for wholesale prices.

Table 2. Woven products and their prices

WOVEN PRODUCTS	PRICE/ SIZE
Cell phone case pouch	35-50
Cell phone case with single zipper	50-60
Cell phone case with double zipper	70-80
Sling bag	150-250
Pouch bag short strap	150-250
Pouch bag long strap	175-350
Coin purse flat	30-Oct
Coin purse short cord	25-30
Shawl	200-300
Scarf	120-150
Chalico	600-750
Coats	3000-3500
Benguet costume	2000-2500
Body bag	75-100
Ladies bag	150-250
Shoulder bag	250-400
Back pack	300-600
Pencil case	30-50
Utility bag	100-250
USB purse	25-35



Table 2. Continued...

WOVEN PRODUCTS	PRICE/ SIZE
Envelop bag with handle	250
Envelop bag without handle	200
Water bag	100-120
Umbrella case	100-120
Django bags with tussle	250-400
Django bags without tussle	250-350
Blazers	1800-2500
Blouses	500-600
Capes	150-200
Cultch bag	120-200
Table runner	200-250
Place mat	75-100
Napkins	75
Glass coaster	35-50
Men's wallet	100-200





Figure 2. Displayed products





Figure 3. Kinds of coin purses



Market Outlet of the Woven Products

Most of the woven products are sold in Tionsan La Trinidad and in Center Mall Baguio City. The firm also sells their produce to whole sellers and retailers, these traders have their own stalls and usually buy in larger amount. They also supply native attires to Nueva Viscaya; orders from overseas for gifts are also entertained that opened the door for the international market.

Direct selling to walk-in costumers is also a usual way of the firm to market its products. Most of the time, the KWAC is being invited to trade fairs, a good opportunity for them to showcase and sell their products.





Figure 4. Stall outlet at Baguio Center Mall



Kinds of Assistance Provided

Table 3 presents the kinds of assistance provided by the different agencies of the government. These are:

Marketing. The Department of Trade and Industry (DTI) assist in the marketing aspect of Kabayan Weaving Arts and Crafts, like market matching. KWAC also attends to the trade fairs- provincial, regional and national.

Training. The Department of Trade and Industry (DTI) in cooperation with other agencies such a Department of Labor and Employment (DOLE), Technical Education and Skills development Authority (TESDA) and Department of Agriculture (DA) provided trainings and seminars for the firm. The training was on product development, leadership and book keeping. Skills and knowledge acquired are deemed vital in the sustainability of the weaving operations.

Provision of equipment/ materials. Some of the weavers had already their own looms, but for those who do not have the Department of Trade and Industry provided those five (5) looms and the Technical Education and Skills Development Authority (TESDA) gave them three (3) sewing machines. Aside from these agencies, the Earthquake Rehabilitation Program (ERP) also gave an important role because it is responsible in creating the trade name and logo.

Advertisement. Radio stations in the locality like BOMBO and DZWT had interviewed Ms. Pili about her business; further she was also invited to some schools as a guest speaker which gave her opportunity to let know about the business.



Table 3. Institutional supports provided by the government agencies

AGENCY	ASSISTANCE PROVIDED
DTI	Trainings, financial assistance, marketing, provision of looms
DOLE	Training
TESDA	Training, provision of sewing machines
DA	Training
ERP	Trade name and logo
OTHERS	Advertisement, information services

Problems Encountered by the Business and Coping Mechanisms

Table 4 shows the challenges faced by the respondents. Along with these, the key informant said that the main problem of the firm as noted is lack of capital. Capital is needed by the firm to cover up larger production, to purchase new equipments and to improve the working area. Other problem faced are the cost and availability of materials especially thread, and the need of additional person to work, especially skilled worker.

The sewers' and weavers' main problems were: low labor and some health related problems.

The coping mechanisms to address the problems are mentioned; financial assistance from the government and non-government institutions and utilizing the prices obtained from Trade Fairs to buy appropriate machines and materials. In the problem of lack of work force, to send an interested person to go study master cutting/ tailoring with



a full scholarship sponsored by the firm, and to maintain piece contract strategy to distinguish those who had a high-quality work.

Lastly, the weavers and sewers should use mask while working to avoid health problems.

Table 4. Problems/challenges encountered and it's coping mechanisms

PROBLEMS	FREQUENCY	COPING MECHANISMS
Health problems		
-irritation due to dust of threads	6	- Uses mask
- body pains	11	
Lack of workforce	2	- To send someone to train for master cutting/tailoring for free - Maintain piece contract strategy
Low labor	2	Understand the situation of the business
Lack of materials (sago)	1	Adjust, just get appropriate work for the sago's size (sago, thread)
Lack of capital	1	get financial assistance from the government and non-government



SUMMARY, CONCLUSION AND RECOMMENDATION

Summary

The study was conducted to present the evolution of the Kabayan weaving industry; to describe the socio-demographic profile of the industry; to identify the kinds of woven products; to identify the market outlets of the said products; to identify the agencies assisting/supporting the weavers in Kabayan, and the form of assistance provided; and to identify the problems being encountered and their coping mechanisms for these problems.

A total of nineteen (19) respondents- four (4) sewers, and fifteen (15) weavers were interviewed using questionnaire and interview guide. The study was conducted in Poblacion, Kabayan, Benguet on December 2008.

The data gathered were tabulated and analyzed using frequency and percentage. They were then discussed and interpreted according to the listed objectives of the study.

The Kabayan Weaving Arts and Crafts is the only existing weaving business in Kabayan, Benguet known for its quality hand woven products. It is a privately owned business that generates employment for the women in the community especially for the out of school youths and single parents.

The respondents are all female. Majority were married, reached high school level of education and young adults. Weaving activities are considered to be their full time and main source of their income.

The woven products produced are mainly concentrated on novelty items. Native clothes and coats are produced on order basis.

The major market outlets mentioned by the owner were: Tionsan La Trinidad and Baguio Center Mall. They also supply native attires in Nueva Viscaya and join trade fairs.

The government agencies supporting the Kabayan Weaving Arts and Crafts are DTI, DOLE, TESDA, DA, ERP and other organizations. The kinds of assistance provided are: creating the trade name and logo, Kabayan Weaving Arts and Crafts, trainings of the workers to develop the skills needed, assisting the business in terms of financial, advertising and marketing, providing of looms and machines needed, and helping in the information services.

The proprietress has mentioned problems of the business. The main problem is lack of capital. Other problems are lack of workforce especially the skilled ones, and lack of materials needed for the weaving activities. Sewers and weavers problems were: low labor and some health related problems.

The coping mechanisms recommended by the respondents to address these problems are to get financial assistance from the government and non-government groups and to send someone to train for master cutting for free. In the part of the workers, they are proposed to observe and self-study the process of weaving and to use mask while working to avoid health problems.

Conclusion

Based on the results of the study, the following conclusions are drawn:

1. The Kabayan Weaving Arts and Crafts introduced Kabayan to the weaving industry. This is with the close coordination with Kabayan Women and Farmers Development Association.



2. The respondents are all female. Majority of them were married, reached high school level education, and young adults. Weaving activities are considered their full time and main source of income.
3. The products manufactured are concentrated mainly on novelty items, native clothes and coats are only produced on order basis.
4. The present status of the business is attributed to the full support of different national agencies since its establishment. The skills required will sustain the operation for more years to come.
5. The main outlets of the products were Baguio Center Mall and Tionsan La Trinidad. Participating in trade fairs is also helpful.
6. Capital is identified as the major problem. This is necessary to expand more its production- market is not considered a main problem in its operation.

Recommendations

Based on the conclusions, the following recommendations were formulated:

1. The Local Government Unit should strengthen the weaving industry through assistance through promotion/market linkage, technical assistance to improve technology and create more products and design and sourcing of funds.
2. Research institutions working on weaving should provide the knowledge, skills and other information necessary for the advancement of weaving, not just in KWAC but in other weaving businesses as well.



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APPENDIX

Letter to the Respondent

Republic of the Philippines
Benguet State University
DEPARTMENT OF AGRICULTURAL ECONOMICS
AND AGRIBUSINESS MANAGEMENT

Sir/Madam:

Greetings!

I am Jimzon S. Sagpa-ey, an Agribusiness student of Benguet State University Majoring in Enterprise Management. I am Graduating student; however I need to complete my thesis entitled Profile of the Loom weaving Industry in Kabayan, Benguet.

In cooperation with this, I am requesting for your assistance to complete my thesis by giving the information needed in the study. Rest assured that all the data gathered will be used only to serve the purpose of my study.

Thank you very much for your cooperation.

Respectfully yours,

JIMZON S. SAGPA-EY
Researcher

Noted:

Prof. JOVITA M. SIM
Thesis Adviser



APPENDIX B

Interview Questionnaire

Profile of the Loom weaving Industry in Kabayan, Benguet

1. Industry Profile

Name: _____

Age: _____

Sex: _____

Civil Status: _____

Address: _____

Educational attainment:

____ Elementary

____ High School

____ College Income

Number of years engaged in weaving: _____

Year Started to weave: _____

Number of family members engaged in weaving Activities: _____

Average number of hours in a day involved in weaving activities: _____

Average number of days in a week involved in sewing/weaving: _____

Monthly Income: _____

2. Where do you buy materials to be used?

3. What are the products you produced?

Kinds of products	(please check)	Volume produced	Income derived
Native clothes			



Blouses			
Blankets			
Purses			
Sandals/slippers			
Pants			
Skirts			
Table runners			
Bags			
Cell phone case			
Baby dresses			
Gowns			
Wall decors			
Bonnets			
Adult dresses			
Shawls			
Pillow cases			
Hats			
Others: please specify			

4. Market Outlet/s

___ Baguio Hanger Market

___ Maharlika Alley

___ Baguio Hilltop

___ Trade fairs

___ Mines View

___ on site



___ Strawberry farm ___ others (specify)

5. Kinds of buyer/s

___ Retailers/ stall owners ___ local
 ___ As ordered ___ walk-in costumers
 ___ exports ___ others (specify)

6. Institutional Support

Please Check:

Supports Provided

NGO (specify)	
BSU	
PTRI	
DOT	
DTI (Region/ Province)	
SCU (specify)	
BenguetNet	
FIDA	
Private company (specify)	
TESDA (Region/ Province)	
CASCADE	
DA	
DOLE	
LGU (specify:C/P/MSWDO, P/MAO)	
DSWD	
Others: specify	

** Financial assistance, provision of equipments/ materials, technical assistance, linkages/ networks, trainings/ seminars, information services (IEC), advertising/ promotion, marketing



7. Problems/ constraints/challenges faced in the weaving production

- a. _____
- b. _____
- c. _____

8. Coping mechanisms/strategies employed to these problems

- a. _____
- b. _____
- c. _____

Guide Questions for the owner:

1. When and how did you start the business?

