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Reinecke et al., *Neue Entdeckungen zur Sa-Huynh-Kultur; Nhung phat hien moi ve van hoa Sa Huynh*, 218. See the essay by Reinecke, pp. 20–53, in this book.

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See the essay by Reinecke, pp. 20–53, in this book.

21

K. N. Chaudhuri, *Trade and Civilisation in the Indian Ocean: An Economic History from the Rise of Islam to 1750* (Cambridge: Cambridge University Press, 1985, reprint, 1993), 17.

22

Reinecke believes this date may be earlier; personal communication, April 2008.

23

See Andreas Reinecke in this volume for additional examples of trade items at archaeological sites; also Wheeler, *Cross-Cultural Trade and Trans-Regional Networks in the Port of Hoi An*, 100–104; William A. Southworth, "The Coastal States of Champa," in Glover and Bellwood, eds., *Southeast Asia: From prehistory to history*, 212–13; Nguyen, Glover, and Yamagata, "Excavations at Tra Kieu and Go Cam, Quang Nam Province, Central Viet Nam," 232–44.

24

Nguyen, Glover, and Yamagata, "Excavations at Tra Kieu and Go Cam, Quang Nam Province, Central Viet Nam," 216–31.

25

Andreas Reinecke, "Reiche Gräber—frühes Salz: 600 Tage Feldforschungen auf Dünen und Reisfeldern (Vietnam)," in *Expeditionen in vergessene Welten. 25 Jahre archäologische Forschungen in Amerika, Afrika und Asien (Forschungen zur Allgemeinen und Vergleichenden Archäologie, vol. 10)* (Aachen: 2004), 209–41.

26

Donald F. Lach, *Asia in the Making of Europe*, vol. 1 (Chicago and London: The University of Chicago Press, 1965), 13; also Kenneth R. Hall, *Maritime Trade and State Development in Early Southeast Asia* (Honolulu: University of Hawai'i Press, 1985), 31.

27

Claude Jacques has disagreed with the terms "Funan" and "Zhenla" (Chenla); see "'Funan,' 'Zhenla': The Reality Concealed by these Chinese Views of Indochina," in *Early South East Asia: Essays in Archaeology, History and Historical Geography*, eds. R. B. Smith and Watson (New York and Kuala Lumpur: Oxford University Press, 1979), 378. Vietnamese archaeologists prefer the designation "Oc Eo culture" for sites in the area, though this designation ignores sites of this group in Cambodia. Most recent work on the area retains the term "Funan" or "Fu Nan," which will be used in this text as well. See Michael Vickery, *Society, Economics, and Politics in Pre-Angkor Cambodia: The 7th–8th Centuries* (Tokyo: The Centre for East Asian Cultural Studies for Unesco, The Toyo Bunko, 1998), 33–48; also Michael Vickery, "Funan Reviewed: Deconstructing the Ancients," *Bulletin de l'École française d'Extrême-Orient* 90–91 (2003–4): 101–43.

28

Personal communication, Pierre-Yves Manguin, December 2004; Hall, *Maritime Trade and State Development in Early Southeast Asia*, 64.

29

There are earlier, prehistoric levels to these sites beginning in the fifth century B.C. See Vo Si Khai, "The Kingdom of Fu Nan and the Culture of Oc Eo," in James C. M. Khoo, ed., *Art and Archaeology of Fu Nan: Pre-Khmer Kingdom of the Lower Mekong Valley* (Bangkok: Southeast Asian Ceramic Society and Orchid Press, 2003), 64–69 and 85. The fact that the Chinese mention tribute missions from Fu Nan in the seventh century suggests they continued to be involved in trade.

30

As quoted in Wang Gungwu, *The Nanhai Trade*, 38, from *T'ai P'ing Yu Lan*, Chap. 769; Feng Ch'eng-chun. Also from the same source, Chap. 771: "The men from beyond our frontiers use four sails for their ships, varying with the size of the ships. These sails are connected with each other from bow to stern. There is a kind of *lu t'ou* tree, whose leaves are like lattice (windows). These leaves are more than 10 feet long, and are woven into sails. The four sails do not face directly forwards, but are made to move together to one side or the other with the direction of the breeze . . . when they [the ships] sail, they do not avoid strong winds and violent waves, and therefore can travel very swiftly."

31

Vo Si Khai, "The Kingdom of Fu Nan and the Culture of Oc Eo," 46, notes ninety sites, but according to Pierre-Yves Manguin (personal communication, December 2004), some three hundred sites have been documented, though this number is by no means final.

32

It was not the capital, however; the capital was probably Angkor Borei (ancient name Naravarangara); see Vickery, *Society, Economics, and Politics in Pre-Angkor Cambodia*, 155n32, and George Coedes, *The Indianized States of Southeast Asia*, trans. Susan Brown Cowing (Kuala Lumpur and Singapore: University of Malaya Press, 1968), 68; Miriam T. Stark explores whether Angkor Borei was a capital, in "Angkor Borei and the Archaeology of Cambodia's Mekong Delta," in Khoo, ed., *Art and Archaeology of Fu Nan: Pre-Khmer Kingdom of the Lower Mekong Valley*, 101.

33

Chaudhuri, *Trade and Civilisation in the Indian Ocean*, 12. Hall, *Maritime Trade and State Development in Early Southeast Asia*, 31, notes that the author of the *Periplus of the Erythraean Sea* detailed Indian and Mediterranean ports. For example, the illegal port of Leuke Kome collected 25 percent of all imports, while the official Roman ports charged only 3 percent. Glover, "Early Trade Between India and Southeast Asia—A Link in the Development of a World Trading System," 19.

34

Glover, *ibid.*, 1–45.

35

Pierre-Yves Manguin, "The amorphous nature of coastal polities in Insular Southeast Asia: restricted centres, extended peripheries," *Moussons* 5 (2002): 78.

36

Contemporary scholars generally agree that Champa was a series of polities located at river mouths along the southern Viet Nam coast. Michael Vickery, "Cambodia and its Neighbors in the Fifteenth Century," Asia Research Institute Working Paper, no. 27, June 2004, www.ari.nus.edu.sg/pub/wps.html, 57; Charles