

make, and soon other women were applying for work, and larger markets had to be secured, and so, from this small beginning, the business has grown until we are able to give every woman of the two tribes, who applies for it, work. And not only this, but we secure work from our Apache Indians of Fort Sill, Oklahoma, and Mescalero, New Mexico.

Not all of the articles listed in this catalogue are such as the Indians used in their aboriginal state, for it is very evident they had no use for card cases, scissor cases, shopping bags, collar and cuff cases, or spectacle cases. We very soon found, however, that we must "adapt" their art to various articles and thus enlarge the demands if we would give work to all who applied for it. We also found it expedient to supply the workers with the materials, and to prepare the articles for them, paying for the actual work done. In this way we can secure the exact sizes and grades of work most in demand, and can also control the quality. All skins used in this work are tannery goods, with the exception of moccasin soles, as there are no deer in this country, and the Indians are losing the art of tanning. Sinew thread is still used, however, and we guarantee absolutely every article we offer you, to be of genuine Indian work.

We have endeavored to keep all designs as purely Indian as possible, and have at all times discouraged such designs as the five pointed star, the United States flag, the cross, and all lettering. Originally designs grew out of efforts to picture events, and in time came to have something of the nature of picture writing. We find it very difficult though, to get the significations of these designs, and therefore, will not attempt to interpret any of them.