

Ottawa, July 15, 1941.

Dear Mr. Brisebois:

Mrs. Bouthillier is short of Afghans, as she has sold three of those we invoiced to the little shop. Will you please ask Miss Foisie to pick out three good ones from the stock in the cupboard at Caughnawaga. She should pin a paper to each, with the price, and let us know exactly what price she has marked, so that we may issue another invoice. The long Afghans are \$10---those slightly shorter are \$9, and still shorter \$8. She should mark them without the knowledge of the girls, as they never take into consideration the fact that the merchant has to have a 40% mark-up, and we have to have 10% for carrying charges, on top of the cost of materials and weaving. Could you arrange to see that the Afghans are delivered at the Indian Shop?

I will appreciate it if you will pay a visit to the Studio and tell the girls that I was not aware until recently that they had worked on the beautiful red chenille rug as a gift for me. It is very handsome and I appreciate their kindness very much, and hope you will convey to them my thanks.

I shall be glad also if you will make a little speech telling them that the work they are doing this summer will be the basis on which we can judge whether or not we can raise the prices for piecework. The quality, the speed, and the care to avoid waste of materials will be the foundation on which we can raise prices. I am to see another firm which deals with sporting goods such as ski belts and scarfs, and it may be that we will have a splendid outlet for these goods. I feel that the girls who have stuck with us from the beginning should benefit from their perseverance very shortly. The basket-makers at Pierreville stood by for four years, and this summer is the first they have really reaped a good harvest. The same I believe will be true of the weaving, and it will be too bad if the girls let go just before we are over the top.

F. Brisebois, Esq.,

Indian Agent,  
Caughnawaga, Quebec.