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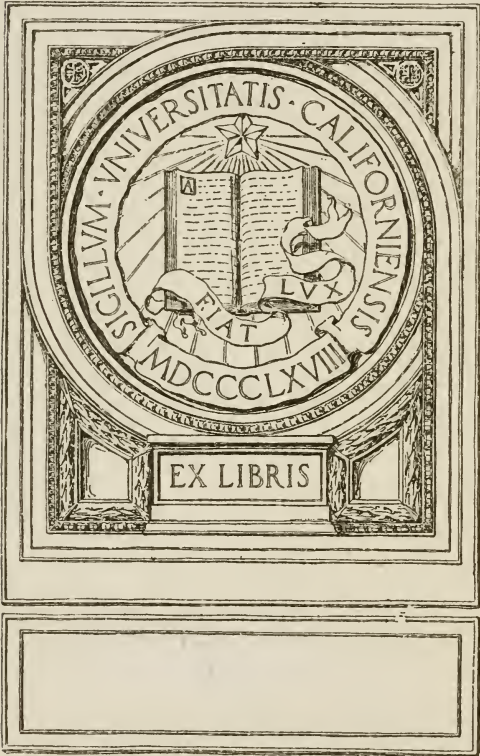
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LETTERS *from*
a SELF-MADE
MERCHANT
to his SON 

Written in Gregg Shorthand

GIFT OF

Gregg Publishing Co.



EX LIBRIS

Letters from A Self-Made Merchant To His Son

Being some of the letters written by John Graham, head of the House of Graham & Company, Pork Packers in Chicago, familiarly known on 'Change as "Old Gorgon Graham," to his son, Pierrepont, facetiously known to his intimates as "Piggy."

By
GEORGE HORACE LORIMER
"

Written in Gregg Shorthand

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Preface

ONE of the most interesting and helpful books published in recent years is "LETTERS from a SELF-MADE MERCHANT to his SON," by *George Horace Lorimer*.

We read these letters with much pleasure when they were appearing in serial form and made use of them—as did many other teachers—in giving advanced dictation to shorthand students. They were a welcome relief from the monotony of continuous dictation of business papers and correspondence, and at the same time they enforced many valuable lessons in such a way as to impress them vividly upon the minds of the students. The dictation of something in a lighter vein is desirable occasionally, and for this purpose there could be nothing more suitable than the letters contained in this book.

In issuing this selection of letters from the original book we desire to acknowledge our indebtedness to the publishers, Messrs. Small, Maynard and Company, for permission to use a certain number of these letters in this way, and also to the artists, B. Martin Justice and F. R. Gruger, for the use of some of the illustrations.

To those who enjoy reading these letters we heartily commend the complete work, which contains a number of others equally entertaining and helpful.

THE GREGG PUBLISHING COMPANY.

Chicago, November, 1903.



*"Old Doc Hoover asked me right
out in Sunday School if I didn't want
to be saved."*

No. 1

FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University, Cambridge, Mass. Mr. Pierrepont has just been settled by his mother as a member, in good and regular standing, of the Freshman class.

Nov 1, 189-

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No. 3

FROM John Graham,
at the Union Stock
Yards in Chicago,
to his son, Pierrepont, at
Harvard University.
Mr. Pierrepont finds Cam-
bridge to his liking, and
has suggested that he take
a post-graduate course to
fill up some gaps which he
has found in his education.

L. 1, 189-

Handwritten text, likely bleed-through from the reverse side of the page. The text is written in a cursive script and is mostly illegible due to the angle and fading. It appears to be a list or a series of notes, possibly related to the number '1, 189' in the header.

The following is a list of
 the names of the persons
 who have been appointed
 as members of the
 committee of the
 Board of Trade
 for the purpose of
 investigating the
 state of the
 trade in the
 city of London
 during the year
 1863.

1. In the first place, I must
 say to you that I am very
 glad to hear of your success in
 school. You are doing very
 well, and I am proud of you.
 I hope you will continue to
 study hard, and make even
 greater progress. Remember, my
 dear son, that education is the
 key to a bright future. Do not
 let any distractions divert your
 attention from your books. I
 will be watching you closely,
 and I shall be glad to help you
 in any way I can. Love,
 Your father.

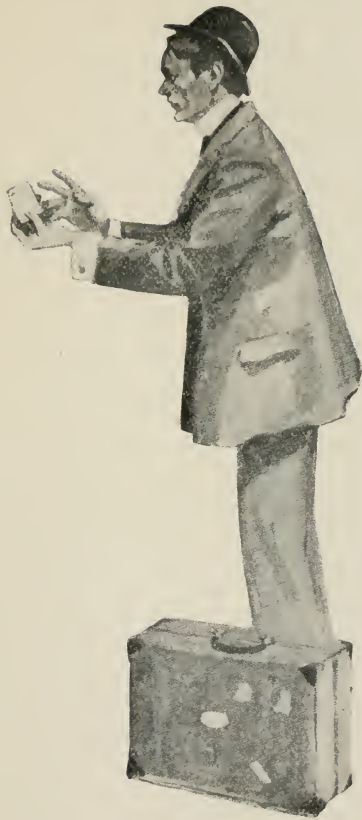
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The first of these is
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 world is not a
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 has its own
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 its own laws.
 It is not enough
 to know the
 general principles
 of nature, but
 we must also
 know the
 particular
 facts and
 circumstances
 which govern
 each of these
 different parts.
 This is the
 true science
 of nature, and
 it is the
 foundation
 of all true
 knowledge.
 We must not
 be content
 with a few
 general
 principles, but
 we must
 study the
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 which govern
 each of these
 different parts.
 This is the
 true science
 of nature, and
 it is the
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"I put Jim Durham out on the road to introduce a new product."

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No. 4

FROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at the Waldorf-Astoria, in New York. Mr. Pierrepont has suggested the grand tour as a proper finish to his education.

July 25, 189-

I have not seen you since
 you left for the school. I
 am glad to hear that you
 are doing well. I hope you
 will continue to improve
 your studies. I am your
 affectionate father.

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*"Old Dick Stover was the worst hand
at procrastinating that I ever saw."*

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No. 5

FROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at Lake Moosgatchemawamuc, in the Maine woods. Mr. Pierrepont has written to his father withdrawing his suggestion.

July 189-

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I have been thinking of you
 very much lately, and
 wondering how you are getting
 on. I hope you are well
 and happy. I have been
 very busy lately, but
 I have managed to find
 some time to write to you.
 I have been thinking of
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by the way, I have been thinking
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 I hope you are well and happy.
 I have been very busy lately,
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*"Charlie Chase told me he was
President of the Klondike Exploring,
Gold Prospecting and Immigration
Company."*



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No. 10

FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at the Commercial House, Jeffersonville, Indiana. Mr. Pierrepont has been promoted to the position of traveling salesman for the house, and has started out on the road.



"You looked so blamed important and chesty when you started off."

189-

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I have been thinking
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 you will write to me
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 father.

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A SELF-MADE MERCHANT'S

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 have been very busy lately
 but I will write to you
 as soon as I have time.
 I love you very much and
 hope to see you soon.
 Your father

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The above is a list of
 the names of the persons
 who have been appointed
 to the office of
 the President of the
 Board of Directors
 of the company for
 the year ending
 on the 31st day of
 December 1885.
 The names are as
 follows:

I have been thinking of you
 very much lately, and wondering
 how you are getting on. I hope
 you are well and happy. I
 have been very busy lately,
 but I have managed to find
 some time to write to you.
 I am well at present, and
 hope these few lines will find
 you the same. I have not
 much news to write at present.

I am
 your father

Wm. V. ...
 ...

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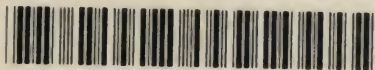
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