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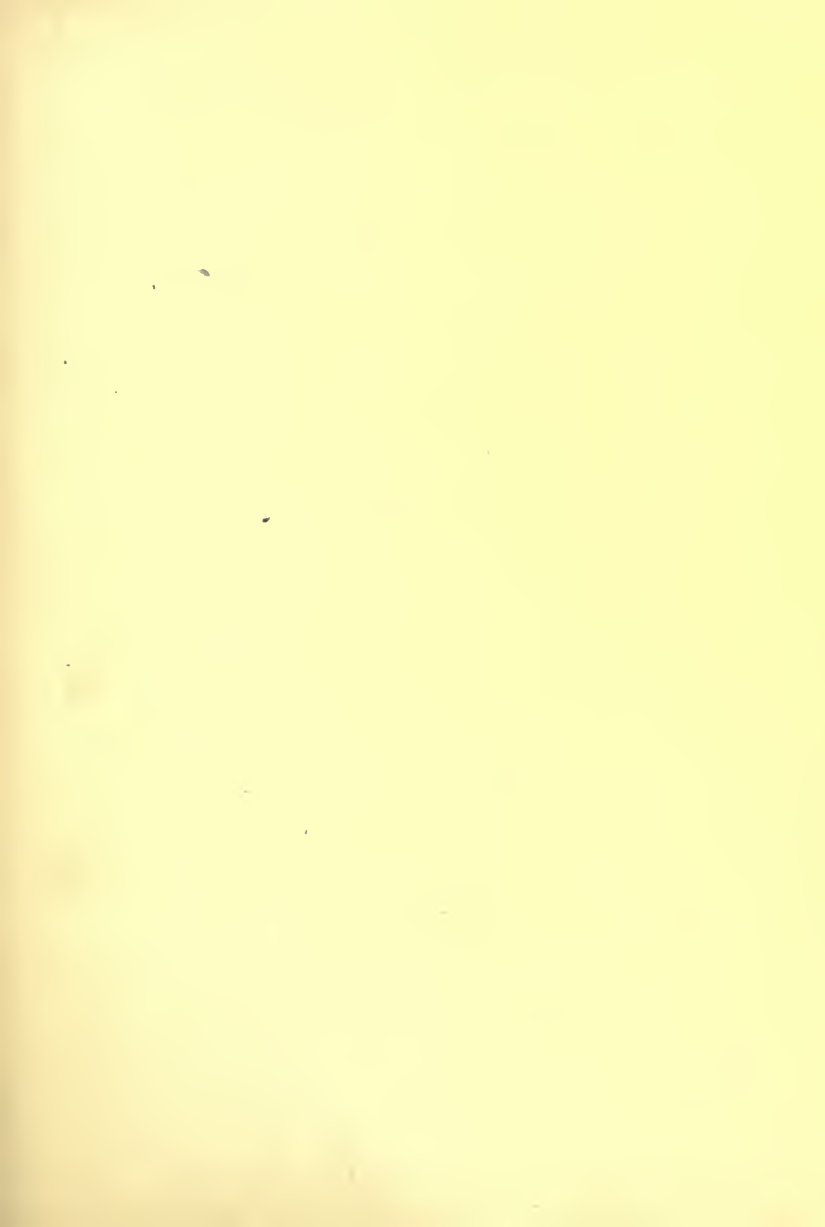


LETTERS *from*  
*a* SELF-MADE  
MERCHANT  
*to his* SON

Written in Gregg Shorthand



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OF CALIFORNIA  
LOS ANGELES





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# Letters from A Self-Made Merchant To His Son

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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."

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*By*

GEORGE HORACE LORIMER

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Written in Gregg Shorthand

*Revised Edition*

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*The Gregg Publishing Company*

New York Chicago Boston San Francisco  
London

UNIV. OF CALIFORNIA  
AT LOS ANGELES

Shorthand Plates Written by

GEORGIE GREGG

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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.

Recently William Marion Reedy, in an article about the *Saturday Evening Post*, which has been edited by Mr. Lorimer for many years said:

George Horace Lorimer is the world's greatest editor. Lorimer's "Letters from a Self-made Merchant to his Son" is the best piece of pragmatic philosophy since Ben Franklin, who founded the *Saturday Evening Post*.

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

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No. 1

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago,  
to his son, Pierrepont, at  
Harvard University, Cam-  
bridge, Mass. Mr. Pierre-  
pont has just been settled  
by his mother as a mem-  
ber, in good and regular  
standing, of the Freshman  
class.



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

189-1

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Handwritten text in a cursive script, possibly a ledger or account book. The text is written in dark ink on aged, yellowish paper. It consists of approximately 14 lines of entries, each starting with a number and followed by a name or description. The entries are:

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1. The first thing I should  
 do is to get a good list of  
 names and addresses of the  
 people who are likely to be  
 interested in my business.  
 Then I should write to them  
 explaining my business and  
 asking for orders. I should  
 also try to get some good  
 testimonials from satisfied  
 customers. Next, I should  
 make sure that my prices are  
 reasonable and that my  
 goods are of good quality.  
 I should also try to get some  
 advertising done in the  
 local papers. Finally, I should  
 be sure to keep good records  
 of my business and to  
 keep my accounts straight.  
 If I follow these steps, I  
 should be able to start my  
 business successfully.

I have been  
 very busy lately  
 and have not had  
 time to write you  
 as often as I  
 would like. I  
 am well at  
 present and  
 hope these few  
 lines will find  
 you the same.  
 I have not  
 much news to  
 write at  
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I am writing you a letter  
 about the things you  
 have written me about  
 the things you are  
 doing in your school  
 and how you are  
 getting on in your  
 studies. I am glad to  
 hear that you are  
 doing well and that  
 you are enjoying your  
 school. I hope you  
 will continue to  
 study hard and  
 make good progress.  
 I am your father  
 John

A MERCHANT'S LETTERS

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No. 2

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago,  
to his son, Pierrepont, at  
Harvard University.  
Mr. Pierrepont's expense  
account has just passed  
under his father's eye,  
and has furnished him  
with a text for some plain  
particularities.



*"I have seen hundreds of boys go to Europe who didn't bring back a great deal except a few trunks of badly fitting clothes."*



189-

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100.

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1. The first thing I want to say  
 is that I am very proud of you.  
 You have done so well in school  
 and I am sure you will continue  
 to do so. I hope you are happy  
 and healthy. I love you very much.  
 Your father



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I have just received  
 your letter of the 10th  
 and am glad to hear  
 that you are well and  
 happy. I hope you will  
 continue to improve  
 in every way. I am  
 your affectionate father  
 and mother.

By  
 your  
 affectionate father  
 and mother



No. 3

**F**ROM 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.



*"I put Jim Durham out on the road to introduce a new product."*

III

L<sub>1</sub>, 189 -

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Handwritten text, likely bleed-through from the reverse side of the page. The text is mirrored and difficult to decipher but appears to contain several lines of cursive script.

My dear Sir,  
I have the pleasure to  
acknowledge the receipt of  
your letter of the 10th inst.  
and in reply to inform you  
that the same has been  
forwarded to the  
proper authorities for  
their consideration.  
I am, Sir, very  
truly,  
Yours,  
Wm. B. G. H. B. G. H.



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 77 78 79 80 81 82 83 84  
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Handwritten text in a cursive script, likely representing a ledger or account book. The entries are organized into columns and rows, with various numbers and symbols used for recording transactions. The text is written on aged, slightly yellowed paper.

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The first thing I should  
 mention to you is that I  
 am very well and hope  
 you are the same. I  
 have been thinking of  
 writing to you for some  
 time but have been so  
 busy that I could not  
 find time. I am now  
 at home and hope to  
 be able to see you  
 soon. I have been  
 thinking of going to  
 school again but I  
 do not know if I  
 should. I have been  
 thinking of going to  
 school again but I  
 do not know if I  
 should. I have been  
 thinking of going to  
 school again but I  
 do not know if I  
 should.

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 u - e - e - d - i - d - u - i - d - b - i - n - e  
 p - h - e - d - ( - i - b - y - e - e - i - y - ) - b -  
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101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150.



No. 4

**F**ROM 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.



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

IV

July 25, 189—

I have not seen the  
 of the... (0820202)  
 of... of...  
 which... (0820202)  
 one of the... (0820202)  
 ... (0820202)  
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Phil - I have been thinking  
 very much about you lately  
 and how you are getting on  
 in your studies. I hope you  
 are doing well and that you  
 are enjoying your school  
 life. I am sure you will  
 be a great success in the  
 future. I love you very much  
 and hope to see you soon.  
 Your father

2

My Dear Sir,  
 I received your letter of the  
 15th inst. in relation to the  
 proposed loan of \$50,000  
 for the purpose of building  
 a new bridge over the  
 river at the place where  
 the bridge is now crossing  
 the river. I have  
 been thinking about it  
 for some time and  
 have been in communication  
 with the committee  
 of the board of  
 directors and  
 the board of  
 trustees and  
 have been



The first of these is the  
 fact that the merchant  
 is not a man of letters  
 and is not a man of  
 science. He is a man  
 of business. He is a  
 man of action. He is  
 a man of energy. He  
 is a man of courage. He  
 is a man of determination.  
 He is a man of faith.  
 He is a man of hope.  
 He is a man of charity.  
 He is a man of kindness.  
 He is a man of justice.  
 He is a man of truth.  
 He is a man of honor.  
 He is a man of integrity.  
 He is a man of loyalty.  
 He is a man of respect.  
 He is a man of dignity.  
 He is a man of pride.  
 He is a man of self-respect.  
 He is a man of self-reliance.  
 He is a man of self-control.  
 He is a man of self-discipline.  
 He is a man of self-improvement.  
 He is a man of self-education.  
 He is a man of self-cultivation.  
 He is a man of self-perfection.  
 He is a man of self-actualization.  
 He is a man of self-fulfillment.  
 He is a man of self-achievement.  
 He is a man of self-realization.  
 He is a man of self-actualization.  
 He is a man of self-fulfillment.  
 He is a man of self-achievement.  
 He is a man of self-realization.



on his mind. I have never seen  
you so happy and contented  
as you are now, and I am  
glad to see you so well  
and so happy. I hope you  
will continue to be so for  
many years to come. I love  
you very much and I hope  
you will love me as much.  
I am your affectionate  
father.

" I have the honor to  
 inform you that I have  
 received your letter of  
 the 20th inst. in relation  
 to the order for the  
 purchase of goods, and  
 I am glad to hear that  
 you are interested in  
 the same. I have  
 accordingly ordered the  
 goods, and they will  
 be ready for shipment  
 in a few days. I will  
 advise you again when  
 they are ready to be  
 shipped.

Yr  
 L. R.

No. 5

**F**ROM John Graham,  
head of the house  
of Graham & Co.,  
at the Union Stock Yards  
in Chicago, to his son,  
Pierrepont Graham, at  
Lake Moosgatchemawaw-  
muc, in the Maine woods.  
Mr. Pierrepont has writ-  
ten to his father withdraw-  
ing his suggestion.



*"Charlie Chase told me he was  
President of the Klondike Exploring,  
Gold Prospecting and Immigration  
Company."*

V

July 7, 189-

1. 4: 3 4 2 e e ) 1 5 - r -  
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 o a o . u : ) u . o > o i u u >  
 l o . ) u u u o ) u - g d i e  
 . - . u u e e b i d d . ' u r  
 u . o - . u y i d i u . u  
 u ( u u - 2 u u u u e o  
 u u . u u u o u g r u .  
 g e . u u u u u u i ; ( -  
 o u u u u u u u u u u u

The following is a list of  
the names of the persons who  
have been admitted to  
membership of the  
Society since the 1st  
of January 1887. —  
The names are arranged  
in alphabetical order  
of surnames. —  
The names in italics  
are those of persons who  
have been admitted to  
membership since the 1st  
of January 1887. —  
The names in bold type  
are those of persons who  
have been admitted to  
membership since the 1st  
of January 1887.

Handwritten cursive text, likely a letter, consisting of approximately 15 lines of script. The handwriting is fluid and characteristic of the late 18th or early 19th century. The text is mostly illegible due to the cursive style and fading, but some words and phrases can be discerned, such as "Dear Son" at the beginning and "Your father" at the end. The ink is dark and the paper shows signs of age.







Condemned to death by  
a military tribunal on 21st  
November 1948. He was  
executed by hanging on the  
gallows at the same place  
as his brother-in-law, who  
was also a member of the  
same unit. The execution  
was carried out at the  
same place as his brother-in-law,  
who was also a member of  
the same unit. The execution  
was carried out at the  
same place as his brother-in-law,  
who was also a member of  
the same unit.

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 e o o 1 2 8 7 . 5 ) b - 2 )  
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 e . 5' ( e . e . - . o ) r . 2 ) .  
 a / n o o 7 b n e - 5 n  
 e . o o e e o y a 7 n . . .  
 n e x . 6 9 - n o y r y  
 r . o 7 2 7 n e b i r 2 0 . b o  
 b e - 9 / e . e . - . i e o n  
 n 2 r . r . . n b o e . e  
 b ) 8 ( . . . n ) n e y o e r s

Handwritten text in a cursive script, likely representing numbers or measurements. The text is arranged in approximately 14 lines, starting from the top left and moving downwards. Some characters resemble digits and others resemble letters or symbols. The script is fluid and somewhat slanted, characteristic of historical cursive handwriting. The overall appearance is that of a personal note or a record of transactions.

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No. 10

**F**ROM 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."*



July 1, 189-

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 always find time to write  
 to my friends. I hope you  
 will be able to write to me  
 soon. I am always with  
 you in thought. I hope  
 you will be able to visit me  
 sometime. I am always with  
 you in thought. I hope  
 you will be able to visit me  
 sometime. I am always with  
 you in thought.

Handwritten text in cursive script, likely representing a ledger or list of entries.

The text is written in a fluid, cursive hand and consists of approximately 15 lines of entries. The entries appear to be numerical or alphanumeric strings, possibly representing dates, amounts, or identifiers. The handwriting is somewhat compressed and slanted, typical of 19th-century personal or business accounts. The lines are written across the page with varying lengths, filling most of the available space.





The first thing I should mention is  
 how much I love you and how proud  
 I am of you. You are a very  
 intelligent and hard-working  
 person. I hope you are doing  
 well in your studies. Please  
 keep up the good work and  
 don't let me down. I will  
 always be there for you. Love  
 your father.

e b i s t l e u d u e n o o  
 e o i n r a w o f o i i s i  
 e y - t e e b e n h u m x -  
 e n i s o n o o f z e d r e -  
 z a o y . e o i n i s o e  
 u n d e r n o i s t u o  
 l d e o i i n d d u y e  
 s o u y ! s e p a n i  
 e n i e b i l e o o . - ;  
 o . n e y i e o s o n t z e  
 l e . e - d r e - o d n o o  
 l o o s y e i t h e o o  
 - n e y t h e o o y e  
 o r . o d d e b . e n o d y " i

"I have been thinking of you  
 and of our little school  
 in the mountains of the  
 sea, and of the children  
 who are so full of life and  
 joy, and of the beautiful  
 views of the sea and the  
 mountains. I hope you are  
 all well and happy. I  
 love you all very much.  
 Your father, John.

1. 2. 3. 4. 5. 6. 7. 8. 9. 10.  
11. 12. 13. 14. 15. 16. 17. 18. 19. 20.  
21. 22. 23. 24. 25. 26. 27. 28. 29. 30.  
31. 32. 33. 34. 35. 36. 37. 38. 39. 40.  
41. 42. 43. 44. 45. 46. 47. 48. 49. 50.  
51. 52. 53. 54. 55. 56. 57. 58. 59. 60.  
61. 62. 63. 64. 65. 66. 67. 68. 69. 70.  
71. 72. 73. 74. 75. 76. 77. 78. 79. 80.  
81. 82. 83. 84. 85. 86. 87. 88. 89. 90.  
91. 92. 93. 94. 95. 96. 97. 98. 99. 100.



I have been thinking of you  
 very much lately and I hope  
 that you are all well and  
 happy. I have been very busy  
 with my work and I have not  
 had time to write to you  
 as often as I would like to.  
 I am well and hope these few  
 lines will find you all the  
 same. I have been thinking  
 of you very much lately and  
 I hope that you are all well  
 and happy. I have been very  
 busy with my work and I have  
 not had time to write to you  
 as often as I would like to.

n i s s e h e n g e r ; s  
 e a e u s e h e n g e r ; s  
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 e n - e d o - e n , l e e n .  
 u x e r - - - - - e r i e 2 e  
 4 e . o r l e n u e l i - e y e  
 o v . e n l e u o s i : " u r  
 f i n e . e . e . ( e l i " o u r o  
 ( ) e . e n e n ) e d e i : e o  
 b o d - o e . o i e l e -  
 e d .

. 3 2  
 l e e

## No. 11

**F**ROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Planters' Palace Hotel, at Big Gap, Kentucky. Mr. Pierrepont's orders are small and his expenses are large, so his father feels pessimistic over his prospects.



*"Josh Jenkinson would eat a little food now and then just to be sociable, but what he really lived on was tobacco."*

July 10, 1877

/ 12:00 p.m. - 1:00 p.m.  
 2:00 p.m. - 3:00 p.m.  
 4:00 p.m. - 5:00 p.m.  
 6:00 p.m. - 7:00 p.m.  
 8:00 p.m. - 9:00 p.m.  
 10:00 p.m. - 11:00 p.m.  
 12:00 a.m. - 1:00 a.m.  
 2:00 a.m. - 3:00 a.m.  
 4:00 a.m. - 5:00 a.m.  
 6:00 a.m. - 7:00 a.m.  
 8:00 a.m. - 9:00 a.m.  
 10:00 a.m. - 11:00 a.m.  
 12:00 p.m. - 1:00 p.m.

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 2 0 0 0 0 0 6 6 0 0 0 0 1 7 1  
 4 1 . 4 6 4 6 ( . 2 - 4 0 0 .  
 3 2 0 1 6 2 2 0 1 2 5 1 1 1  
 2 1 4 0 0 - 0 . - - 4 6 0  
 1 7 0 6 0 0 9 - 2 0 . 1 2 1 6 0 0  
 0 0 2 0 1 4 - 2 7 0 0 0 6 0 0  
 0 0 1 6 1 0 0 0 0 2 7 0 0 .  
 ( 2 1 ) . 1 1 0 0 . 6 0 0 . 2  
 2 2 1 2 6 0 0 0 . 6 0 0 0  
 0 0 1 1 . 2 0 9 . 6 0 . 2 0 1 1 2 3

My dear son,  
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 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  
 much lately about the  
 value of a good  
 education. I have seen  
 many men who have  
 not had a chance to  
 go to school, and yet  
 they are successful in  
 business. I have also  
 seen many men who  
 have had a good  
 education, but who  
 are not successful in  
 business. I think that  
 the value of an  
 education is not  
 always what we  
 think it is. I think  
 that a man who has  
 a good education  
 and who is not  
 successful in business  
 is a failure. I think  
 that a man who has  
 not had a chance to  
 go to school, and yet  
 is successful in  
 business, is a success.



and I have no doubt but that  
 you will find it very interesting  
 and profitable. I have been  
 thinking of writing you for some  
 time, but have been so busy  
 that I could not find time.  
 I have been very busy with  
 my work, but I shall try to  
 write you more often. I shall  
 be glad to hear from you  
 whenever you have a chance.  
 I am, my dear son,  
 ever your affectionate father,  
 J. B. [unclear]

1850-2000-06. 30. 20  
 1900-1000-10. 10.  
 2000-1000-10. 10.  
 3000-1000-10. 10.  
 4000-1000-10. 10.  
 5000-1000-10. 10.  
 6000-1000-10. 10.  
 7000-1000-10. 10.  
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 19000-1000-10. 10.  
 20000-1000-10. 10.

✓ I have received  
 your letter of the 11th and  
 am glad to hear from  
 you. I am well and hope  
 these few lines will find  
 you the same. I am  
 ever your affectionate  
 father  
 P.S. I have just  
 received your letter of  
 the 15th and am glad  
 to hear from you. I  
 am well and hope  
 these few lines will  
 find you the same. I  
 am ever your affectionate  
 father



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  
 with my work and have not  
 had time to write to you  
 as often as I would like to.  
 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 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 with my work and have  
 not had time to write to you  
 as often as I would like to.

I have the pleasure  
 to acknowledge the  
 receipt of your  
 kind letter of the  
 10th inst. in relation  
 to the above matter  
 and in reply to inform  
 you that the same  
 has been forwarded  
 to the proper  
 authorities for their  
 consideration. I am  
 very respectfully,  
 Sir, your obedient  
 servant,

J. D.  
 J. D.

No. 13

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago, to  
his son, Pierrepont, care  
of The Hoosier Grocery  
Co., Indianapolis, Indiana.  
Mr. Pierrepont's orders  
have been looking up, so  
the old man gives him a  
pat on the back—but not  
too hard a one.



*"When John L. Sullivan went through  
the stock yards, it just simply shut down  
the plant."*



XIII

10, 189—

1 2 3 4 5 6 7 8 9 10 11 12  
 13 14 15 16 17 18 19 20 21 22 23 24  
 25 26 27 28 29 30 31 32 33 34 35 36  
 37 38 39 40 41 42 43 44 45 46 47 48  
 49 50 51 52 53 54 55 56 57 58 59 60  
 61 62 63 64 65 66 67 68 69 70 71 72  
 73 74 75 76 77 78 79 80 81 82 83 84  
 85 86 87 88 89 90 91 92 93 94 95 96  
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 109 110 111 112 113 114 115 116 117 118 119 120

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 the more you will  
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 has been  
 6. / / . s. d. / / . s. d. / /  
 about it



1. The first thing I did was to  
 get a good name for myself. I  
 did this by being honest and  
 doing my work well. I never  
 failed to do my duty, and I  
 was always ready to help  
 others. I was a good man,  
 and I was always ready to  
 do my duty. I was always  
 ready to do my duty, and I  
 was always ready to do my  
 duty. I was always ready to  
 do my duty, and I was always  
 ready to do my duty. I was  
 always ready to do my duty,  
 and I was always ready to do  
 my duty. I was always ready  
 to do my duty, and I was  
 always ready to do my duty.

I have been thinking of  
 writing to you for some  
 time but have been so  
 busy that I could not  
 find time. I am now  
 at home and I hope  
 to be able to write to  
 you more often. I am  
 well and hope you are  
 the same. I have not  
 much news to write at  
 present. I am sure you  
 will be glad to hear  
 from me. I am your  
 affectionate father

I have the honor to acknowledge the receipt of your letter of the 14th inst. in relation to the above named matter. I have the pleasure to inform you that the same has been forwarded to the proper authorities for their consideration. I am, Sir, very respectfully,  
 Yours truly,  
 J. B. [Name]



1. 2000 - 50/9. 1000  
 2. 500. - (1000/1000)  
 3. 1000. 1000. 1000  
 4. 1000. 1000. 1000  
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No. 15

**F**ROM John Graham,  
at the Union Stock  
Yards in Chicago, to  
his son, Pierrepont, at  
The Scrub Oaks, Spring  
Lake, Michigan. Mr.  
Pierrepont has been pro-  
moted again, and the old  
man sends him a little  
advice with his appoint-  
ment.



*"A good many salesmen have an idea  
that buyers are only interested in funny  
stories."*

July 1, 1894

1. 2:00 / 2 329° 0 1/2 ...  
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 h e o o o n n - r e e e e  
 ( - z o o o i b o o - " i e







1. The first part of the letter  
 is devoted to a general  
 introduction of the subject  
 and to a statement of the  
 author's purpose in writing  
 the letter. The author  
 states that he is writing  
 to his son in order to  
 give him some advice  
 regarding the study of  
 the sciences. He then  
 proceeds to discuss the  
 importance of a liberal  
 education and the value  
 of the sciences in  
 general. He concludes  
 the letter with a  
 final exhortation to  
 his son to study hard  
 and to follow the path  
 of wisdom.



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 1 2 3 4 5 6 7 8 9 1 0 1 1 1 2

The first thing I did was to  
 get a good stock of goods  
 from the wholesale  
 merchants of the city  
 (I had a good deal of  
 stock on hand) and to  
 sell it at a profit. I  
 did this for some time  
 and was successful. I  
 then went to the  
 country and bought  
 up a large quantity of  
 goods at a low price.  
 I then sold them at  
 a profit in the city.  
 I did this for some  
 time and was successful.  
 I then went to the  
 country and bought  
 up a large quantity of  
 goods at a low price.  
 I then sold them at  
 a profit in the city.  
 I did this for some  
 time and was successful.

I have just received your letter  
 of the 10th inst. and am glad  
 to hear that you are well  
 and enjoying your studies.  
 I am sure that you will  
 continue to improve and  
 succeed in all your  
 undertakings. I have  
 no objection to your  
 pursuing your course of  
 study at the college,  
 provided you can support  
 yourself. I have no  
 objection to your  
 associating with the  
 gentlemen of the college,  
 provided they are of good  
 character and of good  
 standing. I have no  
 objection to your  
 attending the lectures,  
 provided you can afford  
 to do so. I have no  
 objection to your  
 attending the meetings  
 of the society, provided  
 you can afford to do so.  
 I have no objection to  
 your attending the  
 meetings of the church,  
 provided you can afford  
 to do so. I have no  
 objection to your  
 attending the meetings  
 of the school, provided  
 you can afford to do so.  
 I have no objection to  
 your attending the  
 meetings of the  
 academy, provided you  
 can afford to do so.  
 I have no objection to  
 your attending the  
 meetings of the  
 university, provided you  
 can afford to do so.



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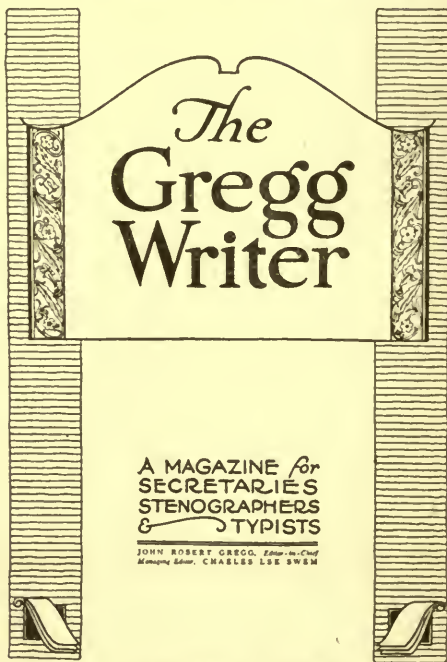
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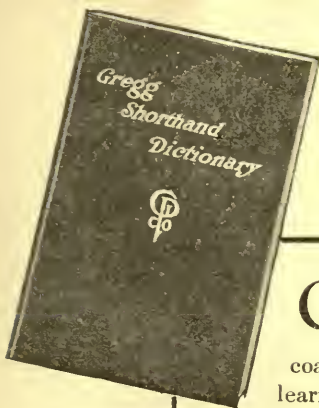
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