LETTERS from a SELF-MADE MERCHANT to his SON

Written in Gregg Shorthand
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
Revised Edition

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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.

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A SELF-MADE MERCHANTABILITY'S

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FROM 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."
A SELF-MADE MERCHANT'S
A SELF-MADE MERCHANT'S
A SELF-MADE MERCHANT'S
LETTERS TO HIS SON

Dear Son,

I hope this letter finds you well. It has been some time since our last correspondence, and I am eager to hear about your recent activities.

I understand that you are currently engaged in a project that requires considerable time and effort. Please remember to take care of yourself and ensure that you are not neglecting your health in the pursuit of your goals.

As for your studies, I trust that you are making steady progress. Remember to maintain a balance between your studies and your personal life.

I am proud of your achievements so far and look forward to seeing your success continue.

Best regards,

Father
A SELF-MADE MERCHANT'S
FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University. Mr. Pierrepont finds Cambridge 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."
A SELF-MADE MERCHANT'S
LETTERS TO HIS SON

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A SELF-MADE MERCHANT'S
LETTERS TO HIS SON

1st of Dec. 1810.

We are now in my dear son, arrived at the place
where we had the honor of meeting you last
month. The journey has been heavy and tiring,
but I trust we shall be able to recover our
strength. Our health has been particularly
impaired by the long and tedious voyage from
the United States.

I am sorry to say that we have not been able
to hear from you for some time. I hope you are
well, and that your health is improving. We
have been anxiously waiting for your letter,
but it seems that you have been too busy
with other matters to write to us.

I am confident that you will soon be able to
send us a letter, and I am looking forward
to hearing from you. Please let us know how
you are and what you have been doing.

I hope this letter finds you well and that you
are happy. Please write to us as soon as you
have the opportunity.

Your affectionate father,

[Signature]
A SELF-MADE MERCHANT'S
A MERCHANT'S LETTERS

[Handwritten text not legible]
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.
"Old Dick Stover was the worst hand at procrastinating that I ever saw."
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A SELF-MADE MERCHANT'S
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.
"Charlie Chase told me he was President of the Klondike Exploring, Gold Prospecting and Immigration Company."
A SELF-MADE MERCHANT'S
A SELF-MADE MERCHANT'S
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."
A SELF-MADE MERCHANT'S
A SELF-MADE MERCHANT'S
LETTERS TO HIS SON

[Handwritten text not legible]
A SELF-MADE MERCHANT'S
A MERCHANT'S LETTERS

Maria Bayley

October 27

Dear John,

I hope this letter finds you in good health. I have been thinking a great deal about our plans for the future. We must make a decision soon about our next move.

The weather here has been quite pleasant. It is still warm and sunny, and we enjoy our walks in the park.

I had a pleasant conversation with Mr. Smith yesterday. He mentioned some interesting news about the market and the economy. It seems that things are improving, and there may be opportunities for expansion.

We are planning a trip to the countryside next month to take advantage of the harvest season. It will be a good opportunity to relax and enjoy the beauty of nature.

Please let me know if you have any news or plans that I should consider.

Yours truly,

Maria
FROM 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."
A SELF-MADE MERCHANT'S
A SELF-MADE MERCHANT'S
A MERCHANT'S LETTERS
FROM 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."
A SELF-MADE MERCHANT'S
LETTERS TO HIS SON

...
FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at The Scrub Oaks, Spring Lake, Michigan. Mr. Pierrepont has been promoted again, and the old man sends him a little advice with his appointment.
"A good many salesmen have an idea that buyers are only interested in funny stories."
SELF-MADE MERCHANT'S
LETTERS TO HIS SON

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...
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