

March 3, 1900.

Mr. Leonard Ericson,  
State Normal School,  
Moorhead, Minnesota.

Dear Mr. Ericson:-

I have received a letter from the Century Pen Company, Whitewater, Wisconsin, saying that you still owe them \$4.97, and that you do not answer their letters. Now you cannot afford to do that. Let me urge you by all means to pay the balance you owe them at once with proper apologies.

You will not be irritated because I write you in this way. I am writing you just as I would my own boy. A young fellow cannot afford not to meet such obligations promptly.

Wishing you all success and happiness, I am

Yours sincerely,