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April 28, 2011

Dr. Nathan L. Essex
President
Southwest Tennessee Community College
5983 Macon Cove
Memphis, TN, 38101

Dear Nathan:

The American Association of Community Colleges and W.W. Grainger, Inc. are pleased to invite your college to become a new participant in the Grainger *Tools for Tomorrow* scholarship program. We all know the crucial role community colleges play in addressing shortages of skilled workers and in ensuring training for our future workforce. This scholarship program is one more way to help foster leaders within the trades and to increase the visibility of these career opportunities.

The Grainger *Tools for Tomorrow* scholarship program is designed to support community college students studying industrial-related trades such as welding, plumbing, construction, HVAC and automotive. Over the last four years, Grainger, North America's leading distributor of facilities maintenance products, has offered scholarships to more than 250 technical education students at 50 AACC member colleges across the country.

Your school has been selected to receive two, \$2,000 scholarships to be awarded to military veterans who have been honorably separated from the U.S. Armed Forces. Upon graduation, the selected students will also receive a customized Westward® toolkit provided by W.W. Grainger, Inc. I hope you will share this news with the veterans information office on your campus as well as your institution's foundation, financial-aid partners and technical education faculty.

AACC and representatives from Grainger will follow up shortly to provide a contract and marketing materials for your team. The deadline for you to recommend scholarship recipients is June 24, 2011. If you have any questions or need additional information, please contact Norma G. Kent, AACC's Senior Vice President for Communications and Advancement, at 202.728.0200, Ext. 209.

Attached you'll find additional information on the Grainger *Tools for Tomorrow* scholarship program. Thank you for your commitment to technical education. It is truly making a difference.

Sincerely,

A handwritten signature in black ink, appearing to read 'Walter G. Bumphus', is positioned above the typed name.

Walter G. Bumphus
President and CEO