



January 30, 2012

Dear **Valued** A. O. Smith contractors,

A. O. Smith is pleased to announce that, once again, we will offer the opportunity for our A. O. Smith contractors in the PCA-Professional Contractors Association and the Contractor Rewards program to apply for our education scholarship program.

Any spouse, child, or grandchild of an A. O. Smith contractor in the PCA-Professional Contractors Association or the Contractor Rewards program with a desire to continue their education may compete for a scholarship award. Applicants must be a high school senior, high school graduate, have a GED diploma, or be currently enrolled in a full-time accredited two or four year college, university, or vocational school.

We again will offer 10 Scholarships each valued at \$2,000.00. A. O. Smith has been offering this scholarship program since 2000. Each year we are proud that the number of applicants has grown. The winners' name and hometown will be posted on the A. O. Smith PCA website (www.aospca.com) as well as on the Contractor Rewards website (www.contractorrewards.com) once they've been chosen. A list of the 2011 winners is currently listed on the site.

At A. O. Smith we value education and are excited to offer this program to you. Attached you will find both the brochure outlining the program and the application for enrollment. These can also be found at www.aospca.com. If additional hard copies are required please email Ginger Ohlman (gohlman@hotwater.com) or call in your request to her at 615.792.6236 and an application can be sent to you. The deadline for the application must be postmarked by midnight April 5th, 2012. All applications will be reviewed and 10 winners for 2012 will be selected.

Good Luck,

A handwritten signature in cursive script that reads "Ginger Ohlman".

Ginger Ohlman
Marketing Project Manager
A. O. Smith, WPC