

Mr. Brian Ross  
Southwestern Company  
2451 Atrium Way  
Nashville, TN 37214

Dear Brian:

I just wanted to take a minute to share with you where I am now and how my experience with Southwestern has helped me in the real world. I am currently working as an engineer for Traylor Brothers, Inc., a large marine and bridge construction company. I am currently on my second project with them, located in Greenville, Mississippi. We are building a new \$110 million cable-stayed bridge over the Mississippi River.

Southwestern was a big asset to have on my resume on my way out of school. Although the common theory is that you have to have "relevant experience" to get a good job, of all of the companies I interviewed with not one thought that my two summers on the bookfield were less than impressive. I graduated with mediocre grades and no professional experience in my current field yet I have as good if not a better job than anyone my age, and I don't believe in coincidence.

Being able to sell yourself is an invaluable commodity in any business. As an engineer, my basic responsibility is to solve problems. Once I have come up with a solution, I then have to convince someone why it's the best course of action. My summers selling books taught me all I needed to know about the cycle of selling and even now I still rely on it.

Please keep in touch and let me know if I can help.

Sincerely,



Fitz O'Donnell, EIT  
Engineer