

# Calendar of Events

Department of Wood Science and Forest Products  
Virginia Tech  
<http://vtwood.forprod.vt.edu>

- March 19, 2002**     **Center for Forest Products Marketing and Management Annual Member Meeting**  
Center members as well as other companies interested in the Center are invited to attend the annual meeting. This year's meeting features a golf tournament on the Virginia Tech golf course, and a reception and dinner at the Donaldson Brown Hotel and Conference Center. The social events provide students and company representatives the opportunity to meet in an informal setting. Companies attending the meeting are encouraged to interview in the days before and after the event.
- March 19, 2002**     **Drying Today's Hardwoods for Tomorrow's Markets and Products**  
The Department of Wood Science and Forest Products will be conducting a one day short course on the Virginia Tech campus for experienced drying personnel and their supervisors on practices and procedures for the quality drying of today's hardwood lumber.
- March 20, 21 2002**     **College of Natural Resources Advisory Board**
- April 9, 2002**     **Setting Up and Operating a Value-Added Manufacturing Facility Cutting Dimension Parts**  
The Department of Wood Science and Forest Products will be conducting an introductory workshop on setting up and operating a value-added manufacturing operation cutting dimension parts on the Virginia Tech campus. The program is designed for managers and owners of lumber production operations, industrial personnel, and entrepreneurs and other business groups and individuals interested in opportunities in the forest products industry.
- April 17, 18, 2002**     **A Workshop in Forest Products Marketing**  
The Center for Forest Products Marketing and Management at Virginia Tech invites you to its 9th Annual Forest Products Marketing Workshop. The workshop introduces the basics of marketing to new marketing and sales personnel and can serve as a "tune-up" for current personnel.
- May 6-8, 2002**     **16th Annual Wood Technology Workshop**  
The course is recommended for managers and engineers in the furniture, cabinet, and related wood processing industries. The program will provide a basic understanding of the properties and behavior of wood and relate these basics to the practical aspects of wood processing in furniture and related manufacturing.
- May 16, 2002**     **Sales Training for the Wood Products Industry**  
Covers the fundamentals of personal selling, the selling process, and finding new customers as they apply to the wood products industry.

*For more information on any of these events, please contact Joanne Buckner by phone at (540) 231-5876 or via email at [ctrfpjmo@vt.edu](mailto:ctrfpjmo@vt.edu).*



# Center Focus

A Publication from the  
Center for Forest Products Marketing and Management  
Department of Wood Science and Forest Products  
Virginia Polytechnic Institute and State University  
<http://vtwood.forprod.vt.edu>

MARCH 2002

## WEB SITE REDESIGNED

The Center for Forest Products Marketing and Management is pleased to announce that our web site, [www.cfpmm.vt.edu](http://www.cfpmm.vt.edu), has undergone a major transformation and is now up and running. Many of the old features are still functional, and some new features have been added to enhance usage by our visitors.

One of the old features that is still present is the calendar of events. This calendar will be updated weekly, and it will list all short courses, meetings, and other special events with which the Marketing Center is involved. There are links to other web sites that may contain more information, and contact information has also been listed so that it is easy to find more information on any event listed.

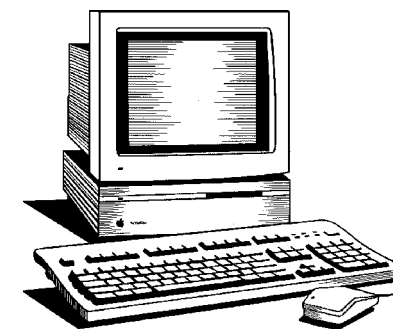
All Center members are listed along with both their phone number and their fax number. For those companies who have given us their web site, links have been created between that Center member's name and their web site. If you need to update any of that information, please contact Tracee Radford at (540) 231-4406 or via email at [trradfor@vt.edu](mailto:trradfor@vt.edu).

There is still a members' only section for our Center members. The username and password are located in your member handbook. All member privilege information is hidden behind the "Members Only" link, including the student resume search feature and research reports created by the Center.

There are also some new links that were not present on the old web site. There is now a section for employment for both current students and alumni. If your company has a position open, and you would like for us to post that information on our web site, please contact Tracee Radford at (540) 231-4406 or email the position information to [trradfor@vt.edu](mailto:trradfor@vt.edu). These postings are updated on a weekly basis in order to insure that the most recent information is posted. If you have more than one job opening, you may send multiple announcements, and they will all be listed. There is also a section for internship employment, if you would like to list a position available for an intern.

Continued on Page 2

- Page 2**  
Annual Meeting 2002
- Page 3**  
Spring Career Fair  
Fred Lamb Retires
- Page 4**  
Calendar of Events



[www.cfpmm.vt.edu](http://www.cfpmm.vt.edu)



## Web Site Redesign cont.

If there is something that you would like to see added to our web site that is not currently present, please contact Tracee Radford at (540) 231-4406 or via email at [trradfor@vt.edu](mailto:trradfor@vt.edu). Tracee welcomes comments and suggestions about the web site in order to continuously improve the site and make it more useful for our visitors.



## Annual Meeting 2002

The annual meeting for the Center for Forest Products Marketing and Management will take place on March 19, 2002 on the campus of Virginia Tech. There will be a nine hole golf tournament that morning, a business meeting that afternoon, and a reception and dinner that evening. This is an excellent opportunity for employers to meet students, faculty, and other industry members. Employers have the opportunity to talk with students who are a part of the Department of Wood Science and Forest Products.

The business meeting will focus on the an update of the Center's activities in 2001 and participant discussion of the direction of the Center for the future. Scholarships will be awarded that evening at the reception and dinner.

The keynote speaker for this year's event is George Barrett, president and editor of Hardwood Publishing Company, Inc. George has over 50 years experience in the forest products industry. In 1985, he founded the Hardwood Publishing Company to produce a newsletter dedicated to the hardwood lumber industry. This publication, the *Weekly Hardwood Review* and its sister publication, the *Hardwood Review Export*, are distributed in 74 countries. George will discuss methods to make the internet work for you in the forest products industry. For lumber buyers, the Internet offers the opportunity to quickly find the lumber that is needed from both old and new suppliers. George runs one of the most successful web sites for lumber buyers on the Internet today.

In conjunction with the Annual meeting, several companies will be interviewing students for internships as well as permanent positions. If you are interested in interviewing, please contact Joanne Buckner at (540) 231-5876 or via email at [ctrfpmjo@vt.edu](mailto:ctrfpmjo@vt.edu) to set up interview times and reserve an interview room.

The meeting is free to all Center members. Non-members are welcome to attend as well. Non-members please contact Joanne Buckner at (540) 231-5876 or email at [ctrfpmjo@vt.edu](mailto:ctrfpmjo@vt.edu) for the registration fee. We at the CFPMM look forward to seeing you at the Annual Meeting this year.



Center for Forest Products Marketing and Management

## Center Focus

Published Quarterly By  
The  
Center for Forest  
Products Marketing and  
Management

Department of Wood Science and  
Forest Products  
Virginia Tech  
1650 Ramble Road  
Mail Code 0503  
Blacksburg, VA 24061

### EDITOR

Tracee Radford

### CONTRIBUTING EDITORS

Joanne Buckner  
Robert Bush  
Dan Cumbo  
Tom Hammett  
Earl Kline  
Bob Smith

### SPECIAL THANKS

Michael Seidl,  
Chairman

Susan Fitzsimmons,  
Membership Committee  
Chairman

**PHONE: (540) 231-5876**

**FAX: (540) 231-8868**



VT/0023/0801/1.7M/220696

## Spring Career Fair 2002

The 2002 Spring Career Fair will take place on the Virginia Tech campus Tuesday, March 12, 2002 and Wednesday, March 13, 2002. Tuesday will focus on all majors including communications, psychology, business, international studies, economics, political science, human resources, sociology, and statistics among many others. Wednesday will focus on technical majors such as chemistry, engineering, mechanical engineering, electrical engineering, forestry, and others. It is possible to register for only one day or for both. This Career Fair is open to all Virginia Tech students. The mix of candidates will represent a wide cross section of the Virginia Tech student body.

The registration fee to participate is \$499 dollars per day. The registration fee to attend both days is \$948 dollars. Employers are permitted to participate in both days; however, the events are being promoted to reflect the theme of each day. For the registration fee, you will receive a 10' x 6' booth, a 6' table, two chairs, two lunch tickets, a continental breakfast, a program listing all companies participating, and on line access to all pre-registered student resumes.

In order to register, visit the Career Services website at [www.career.vt.edu/Fairs/JobFairs.htm](http://www.career.vt.edu/Fairs/JobFairs.htm). All registrations are being handled electronically. For more information about this Career Fair, please contact Ms. Alison J. Hammock, Conference Manager, National Conference Services, Inc. by phone at (301) 596-8899 ext. 203 or via fax at (301) 596-6274.



## Fred Lamb Retires

Dr. Fred Lamb, Professor and Extension Specialist in the Department of Wood Science and Forest Products, has retired after over 30 years of service to this department. Fred has been involved in teaching, research, and technology transfer activities in wood products and processing. He is the author of over 135 publications. Each year he has conducted numerous workshops and short courses on lumber drying and wood processing for wood products companies throughout the country and abroad.

Dr. Lamb received a B.S. and M.S. in Wood Technology and an Ed.D. in Continuing Education Administration from Penn State University. He was previously employed as a Research Officer for the Canadian Forest Products Laboratory in Ottawa, Ontario and as a Forest Products Technologist for the North Central Forest Experiment Station, U.S. Forest Service in Duluth, Minnesota.

In addition to his work in the United States, Dr. Lamb has also worked with manufacturers and conducted workshops on lumber drying and wood processing technology in several countries of the Caribbean Region and Central Europe, South Korea, the Peoples Republic of China, Malaysia, Ukraine, Russia, Mexico, and Argentina. He has made over 130 presentations at national and international conferences on wood, wood drying, and wood processing.

Dr. Lamb will be greatly missed not only by the Department of Wood Science and Forest Products but also by many members of industry. We wish Dr. Lamb the best in his retirement.

