

# Who Do You Know?

**We love talking** to our members because we always hear the best stories. A topic that frequently comes up is the value of making connections and learning from others in the industry. Our members rave about the benefit of being able to reach out to another member to discuss a problem or how they have posted about a hot topic issue that's facing our industry and received immediate feedback. That's the power of the TAPPI community.

The TAPPI community is unique. It is comprised of professionals from all aspects of the industry and every corner of the world, subject matter experts and individuals who add new perspectives and experiences to the discussions that matter most to you—our members—and to the industry we serve. We want to continue strengthening this network. Who do you know that should be part of this growing and dynamic community? Who would you like to invite into the conversation?

As a member, you know the value of TAPPI membership—networking opportunities,



Paula Hajakian, United States Gypsum Company: 'It's very satisfying to think that the minute it took me to complete the form may positively impact my colleague's career.'

access to thousands of technical papers, event and education discounts, and much more. We appreciate all that you are doing for the industry and know that your time is valuable, so we've created the TAPPI Member Referral Program to give you a simple, easy way to invite others to strengthen your TAPPI global network. Simply fill in their contact information at [tappi.org/members/refer-a-friend/](http://tappi.org/members/refer-a-friend/) and we'll do the rest.

Recently Paula Hajakian, technical manager, paper, United States Gypsum Company, used the form to refer a colleague. "It's very satisfying to think that the minute it took me to complete the form may positively impact my colleague's career and the industry as a whole," said Hajakian. "Who knows? My friend may have the answer to that technical question that's keeping you up at night!"

When your colleagues join, you'll not only get the satisfaction of knowing that you have helped build the TAPPI community, you'll also get up to US\$100 in TAPPI Bucks and have special recognition as a TAPPI Ambassador on TAPPI Connect, on TAPPI.org, and at TAPPI events.

Throughout the year, we'll be awarding the TAPPI member with the most referrals a US\$400 VISA gift card. (If VISA cards are not available in your area, an equivalent gift card will be sent with the same cash value.) For more information and to participate in the Member-Get-A-Member campaign, visit [tappi.org/members/refer-a-friend/](http://tappi.org/members/refer-a-friend/).

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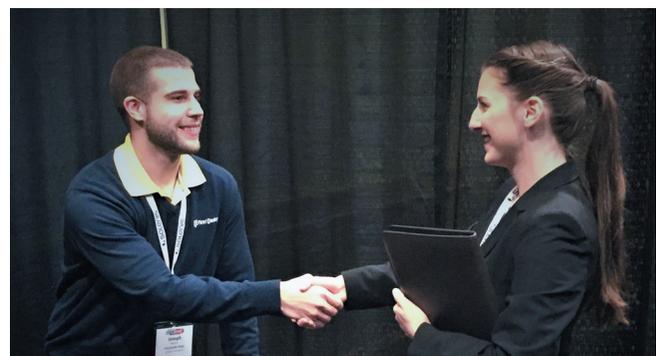
## TAPPI-PIMA Student Summit: Not Just Another Career Fair

**The TAPPI-PIMA Student Summit** has a 20-plus year history of bringing together students from paper and packaging schools and reinforcing their interest in seeking a career in the pulp, paper, packaging, and allied industries. The event offers students direct interaction with their peers, industry leaders, and companies that are seeking qualified employees, interns, or co-ops.

The 2020 TAPPI-PIMA Student Summit, January 17-20 at Hilton Atlanta Northeast in Norcross, GA (North Metro Atlanta), offers companies the rare opportunity to not only conduct traditional interviews with multiple recruits during the three-day event, but also to get to know the recruits, be a part of the fun, and develop relationships—something that isn't possible through the average career day.

Sponsors and company representatives are encouraged to be part of the event and get to know 200+ students interested in starting their careers out right. Some enjoy the entire program with the students (including fun competitions and mixers), moderate roundtables, or attend the conference sessions.

"The Networking Fair is a great opportunity for me to interact with the students, learn their interests and career goals, and begin to share with them my experiences working with IP to help give them a feel for the culture," said Andrew Jones, senior engineering fellow, International



At the Student Summit, participants can get to know more than 200 students.

Paper. Jones has participated in multiple summits and sees the event as a means to identify good internship candidates for the current year while also scouting for future REACH Classes, International Paper's entry level engineering program.

For more information about the Student Summit or to learn how your company can participate, visit [tappistudentsummit.org](http://tappistudentsummit.org) or contact Lisa Lockwood, member engagement manager, TAPPI, +1 770-209-7246, [llockwood@tappi.org](mailto:llockwood@tappi.org). 