

# 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 20, 21 2002 College of Natural Resources Advisory Board**

**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 11, 2001 Virginia Tech Commencement**

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

The second approach is to give the intern a project that they must complete during the course of the internship. This allows you to examine new ideas. For example, an intern could examine a change in operations and its effect on productivity, new products, or new markets for an existing product.

Interns are typically hired during their summer vacation, from mid-May through August. The exact times should be discussed with the student. This allows students to earn money for tuition and living expenses for the school year. However, some students do take internships during the school year.

There is a small amount of paperwork involved with the internship program. At the end of the summer, you will be sent a short evaluation form. This allows us to get feedback on the strengths and weaknesses of the students. Many companies also have students write a final report about their experiences so that the employer has documented results of the work of the intern and the intern is able to apply many topics addressed in their education to their work experiences.

For more information regarding the internship program, please contact Tracee Radford at (540) 231-4406 or by email at [tradfor@vt.edu](mailto:tradfor@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>

DECEMBER 2001

## ANNUAL MEETING 2002

The Center for Forest Products Marketing and Management will hold their Annual Meeting Tuesday, March 19, 2002 on the Virginia Tech campus. The meeting will include a nine hole golf tournament followed by a business meeting. The business meeting will focus on an update of the Center's activities in 2001 and participant discussion of their direction for the future. The business meeting will be followed by a reception for students of the Department of Wood Science and Forest Products, faculty members, and company representatives. This will be followed by a dinner at which Center member scholarships will be awarded.

For companies who are members of the Center for Forest Products Marketing and Management, this provides an opportunity to learn what the Center has done in the past year and what it is planning to accomplish in the next year. For those companies that are not already members, it is an excellent opportunity to learn the advantages of Center membership and the many programs that we offer.

This is also a good opportunity to talk to the students that are potential employees that are a part of the Department of Wood Science and Forest Products. Several Center members will be interviewing in the days before the Center meeting, and others will be interviewing after the Annual Meeting. These companies will be interviewing for both permanent full-time positions as well as for summer internships.

The meeting is free to all Center members. Non-members are welcome to attend as well.

For more information regarding the Annual Meeting, please contact Joanne Buckner at (540) 231-5876 or via email at [ctrfpmj@vt.edu](mailto:ctrfpmj@vt.edu).

### Page 2

New Members  
New Faculty Member  
joins Center

### Page 3

Internship Experiences

### Page 4

Calendar of Events

### GET YOUR HOTEL RESERVATIONS NOW!!

Space is LIMITED....

Call the Donaldson Brown Hotel and  
Conference Center  
540-231-8000

To receive the reduced rate of \$73  
(single or double occupancy) mention  
Forest Products Marketing  
Annual Meeting



## Center Welcomes New Members

The Center for Forest Products Marketing and Management is pleased to announce the following new members:

**Anderson Tully Corporation**  
Vicksburg, Mississippi

**Hardwood Market Report**  
Memphis, Tennessee

**Sauder Mouldings**  
Bowling Green, Virginia

**Willamette Industries**  
Fort Mill, South Carolina



## Center Welcomes New Faculty Member



The Center for Forest Products Marketing and Management is pleased to announce that Dr. D. Earl Kline has joined the Center faculty.

Dr. Kline received his BS and MS degrees at Virginia Polytechnic Institute and State University and his Ph.D. degree at Texas A&M University in Agricultural Engineering. Dr. Kline is also a licensed professional engineer in the area of wood structural design. He also teaches courses in computer control applications for forest products manufacturing, forest products industry studies, wood industry management, and mechanical properties of wood. His expertise lay in the area of industrial engineering and process control technologies to improve upon wood products manufacturing facilities. Work in this area involves coordinating the best complement of existing technologies and new technologies such as machine vision and computer integrated manufacturing to assist in wood processing. Applications of this work include new machine vision technologies for wood processing, computer simulation, and integrated control systems in forest products manufacturing. Two of these applications have been patented, one in the area of automatic color sorting of wood and the other in the area of automatic lumber defect detection. These patents have been licensed and various scanning systems based on this technology are now commercially available. He will also be focusing on management and plans to tie that research into the Center.



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**

Virginia  
Tech

VT/0023/0801/1.7M/220696

## Summer Internships an Invaluable Experience for Students

Every summer, students are faced with the decision of accepting an internship opportunity for the summer, taking summer school classes, or simply going home to enjoy the summer with their family and friends. Many students in the Department of Wood Science and Forest Products choose to accept a summer internship opportunity with a forest products company. Many of our Center members participate in the internship program. The students that have had a summer internship have returned to the University in the Fall with a new perspective on the classes that they are taking because they say they understand better how their studies tie into the industry.

The following is an account of a student who had a great internship experience this summer. Amy Shipley interned at Huntersville Hardwoods, Inc. in Huntersville, North Carolina.



I wasn't sure what to expect for my first experience in the industry, but I couldn't have had a more positive experience. This past summer, I spent eleven weeks in North Carolina working at Huntersville Hardwoods, Inc. During my interview, I told Pat, Mr. Altham, that I wanted to experience everything to get the whole picture. And I did exactly that!

I started exactly where the lumber starts on the yard, at the dreaded stacker. After laying sticks between the layers of lumber for roughly two hours, I hoped it would get better than that. Thankfully it did. After learning more than one ever thought possible about the stacking system, I moved on to the lumber drying systems.

For several weeks I assisted Sammy, the kiln operator, in checking the moisture content of the lumber in the ten dry kilns. Although this is like being in an oven for two hours a day, this was one of the most interesting parts of the internship. This spring, I will be taking the Wood Drying and Durability course, so hopefully I'll remember everything that Sammy taught me.

My next assignment was the breakdown area. This was where the magic happened--where the money is made or lost! The graders amazed me with their speed and accuracy. Rob and Rick, the graders, encouraged me to practice my grading, which only reminded me that I never was very good at it. I also experienced more grunt work in this area. I stacked the lumber as it came off the chain and banded packs as they were finished.

The re-man area was the next stop. There I learned about the planing and gangrip processes. By the end of a few weeks, I was setting the planer and running the rip saws. From there I went to the shipping department. I learned about setting up a driver's run, and that finding a pack of lumber somewhere on the premises can be a real pain.

I finished up my internship in the sales department. For my first three days, I went on a sales trip with one of the representatives. I didn't think that I would like the sales aspect, but I found that it really is better than I expected. The remainder of my sales time was spent mostly answering the phones, helping customers, and helping everyone else in the office.

Would I recommend an internship with Huntersville Hardwoods to anyone else? Absolutely! If you are looking to learn about a lumber yard, from the green lumber to the customer, then this is what you are looking for.

--Contributed by Amy Shipley



## Setting Up an Internship

An internship is a program in which forest products companies offer students earning a degree in wood science and forest products an opportunity to gain hands-on experience with a forest products company. The internship is for a relatively short period of time, typically three months. The company should have set goals for what the intern is expected to accomplish during their employment. A good internship provides for a variety of learning experiences in the areas of production and/or marketing of forest products. You are assisting students in further understanding what part of the wood products industry they would like to pursue as their career, while examining a current challenge for your firm.

There are two general approaches a company can take in structuring an internship. The intern can rotate through the various departments of the organization. This allows the intern to gain experience in many different areas while allowing you to examine the performance of the individual.

Continued on Page 4