



# Oregon Wood Innovation Center

Connecting people, ideas, resources

## COMING OWIC EVENTS:

- April 11-13: [Managing the Woody Biomass Supply Chain – Impact on Your Business, Seattle, WA](#)
- April 26-27: [Selling Forest Products, Corvallis, OR](#)

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## Hire an Intern!

Many companies are getting more optimistic as we begin to see signs of an improving economy. Thinking is moving on from just surviving the Great Recession to implementing new plans to grow the business. This recent period has catalyzed a lot of change in the Forest Products industry. Chances are that you are eager to start rebuilding your organizations after several years of just hanging on. If yours is like a lot of companies, you've got a backlog of good ideas and "projects on-hold" that you haven't had the time or resources to explore while you've been focused on the higher priority of surviving the turmoil of the last few years.

### Think about hiring an intern.

Here at OSU, our new major in RENEWABLE MATERIALS is attracting a good supply of sharp, young talent eager for

experience. It doesn't matter what business you're in; manufacturing or export trade, machine design or product certification, sawmilling or guitar manufacturing, your company holds the key to one of the most valuable components of a college education: meaningful

The RENEWABLE MATERIALS program requires that every student spend at least 6 months working in the field before they graduate. They need to gain work experience as part of their education to build context and see how the facts and concepts they're learning are applied to

solve problems and help businesses succeed. The earlier they start getting it, through a summer job or internship, the better.

### So hire an intern!

Internships are by no means a one-way street. To the company looking for resources to do special



### Camille Moyers

#### Renewable Materials - Management & Marketing

I am a second year student double majoring in Renewable Materials and Interior Design. I was born and raised in Portland Oregon and graduated from Cleveland High School. Through high school I played soccer and lacrosse and competed in Varsity golf. My past work experiences include volunteer positions in numerous organizations including Portland Public Schools, and the American Cancer Society. I also worked at law firms throughout my high school career, and am currently working on a biochar project here in the Department of Wood Science & Engineering.

I chose Renewable Materials because of my passion for sustainability, and to supplement my first major, Interior Design. The more that I learn about renewable materials the more excited I am about the industry. My ideal job would be working in the housing field or a sustainable design firm in the city, anything that allows me to be creative.

Contact This Student

Preferred Internship Location:  
Portland, Oregon

work experience. The lessons we teach and the information our students acquire in the classroom are vital for preparing them for their professional careers, but not until they have an opportunity to apply what they've learned to real world experience, does knowledge really stick. That's where internships come in.

projects, or simply provide vacation relief to regular employees, interns are a cost-effective solution. Our students are eager to get to work. The RENEWABLE MATERIALS program is enjoying remarkable success with attracting smart, capable young people who are ready, and more than willing, to make a meaningful contribution to your organiza-

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tion. These students are being prepared to become the next generation of technical and business leaders in our industry. The contribution you make to enhance their education by bringing them on board for a few summer months provides not only immediate benefits to both you and them, but strengthens our industry long term.

Your company is in business for the long haul. You've found a niche, cut the fat, learned how to listen to the market, innovated business practices, and managed strategically to remain competitive during a truly transformational period. However, if your organization is like many others in the industry, your workforce is aging. Staff reductions in recent

years may have created a few holes in your succession plans. If you're to start growing

spired to help transform the forest products industry into the "environmentally conscious renewable materials industry" of the future. They want to build careers in the new green economy. They are technically capable, culturally diverse, and technically savvy. They are high performers. Many have taken on undergraduate research projects, but they need to earn a little money and gain some practical experience to finish their college education.

You can help. Hire an intern this summer. We've made it easy to find a good fit. A special webpage, called the "Student Profile Gallery", has been set-

years may have created a few holes in your succession plans. If you're to start growing

### Tanner Young

#### Renewable Materials - Management & Marketing

The reason I chose renewable materials as my major is because I want to expand my knowledge of the wood products industry and apply my education to international trade in renewable materials. I am interested in acquiring an internship for the summer to gain more experience within the wood products industry. I am open to internships that will give me hands-on experience with the production and marketing of renewable materials. I am currently a junior in the RM program with a minor in business, and I look forward to graduating next year.



I was born in Portland and raised in Grants Pass, I played football and basketball. I have worked for companies like Mycorrhizal Applications that work with fungi to promote plant growth. I have developed exceptional customer service skills, which has further advanced my team communication and management skills. In the past, I have travelled to Australia and Mexico, which has opened my eyes to new cultures and experiences. After completing my undergraduate's degree at Oregon State, I hope to get a career involving international trade in renewable materials, research in quality control, or production innovation.

Contact This Student

**Preferred Internship Location:**  
No Preference- international travel is welcome

### Allison Zumwalt

#### Renewable Materials - Management & Marketing

Hello, I am a junior from Portland, OR. I am a double major in Renewable Materials and Interior Design & Housing Studies; with Business and Entrepreneurship and Spanish minors. In high school, I held varsity letters in dance team, cheerleading, track & field and academics and was involved in Student Assembly, Young Life, Special Buddies (special needs mentoring), Race for the Cure team, Priority traveling youth choir, Young Champions running coach, and Food Allergy & Anaphylaxis Network. At OSU, I involve myself in being the webmaster for the Country Western Dance Club, interacting with others, being outdoors, dancing, learning and enjoying each day! When I decided to major in the Interior Design/Housing Studies program, I knew that I wanted to learn to incorporate sustainability into the design process. In exploring, I discovered the Renewable Materials curriculum is a large component of sustainability.



My past work experiences include materials research and data collection at OSU Wood Science Engineering department, project coordinator for Habitat for Humanity Youth United Committee, community service coordinator at OSU 2010, camp counselor for children in foster care and outdoor school student leader. My ideal summer job would include experience in designing, learning building processes, or materials technologies to build sustainable homes. I would love to be part of discovering and utilizing creative yet cost-effective methods of making a living space both renewable and sustainable. If I could incorporate my Spanish into this summer job, that would be wonderful!

Contact This Student

**Preferred Internship Location:**  
Any location with room and board

### Come on, hire an intern!

The Great Recession is starting to fade away. Signs of a strengthening economy are everywhere. Confidence breeds confidence. If you are still in business after all our industry has been through in recent years, it's likely that your organization is stronger for it. You no doubt have developed a backlog of projects and good ideas that need to be conducted or explored while more immediate demands have taken priority. Is now the time to rebuild and start growing your business again?

If so, hire an intern.

again, you need to bring in some new management trainees with well-rounded educations and strong conceptual knowledge that you can mold into capable supervisors, process managers, project engineers, and business professionals. Where do find this young talent?

Hire an intern from OSU's RENEWABLE MATERIALS program.

Our new curriculum is attracting remarkable students that are in-

up where you can get acquainted with these bright, capable future professionals. Many students have posted short personal profiles to introduce themselves, explain their availability, and describe their ideal summer work experience. You've probably already noticed a few examples in this newsletter. After perus-

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contact with our exceptional students to explore possibilities in more detail. Here's the link: <http://renewablematerials.oregonstate.edu/internships>

The other good way to find an intern is to send us a position announcement that describes the opportunity, and let us distribute it to qualified candidates. Either way, we're happy to work with you to develop the right opportunity for both you and the intern. Whether it's formal, structured internships provid-

**Jeff Traver**

**Renewable Materials - Science & Engineering**

I am a sophomore from Corvallis, Oregon. I originally chose the renewable materials major because I enjoy the rigor of engineering and the personality of forestry. In my time as a renewable materials student, I have taken part in three different internships. The first internship involved characterizing woody biomass to be used as boiler fuel. The second was finding the effect that new CARB approved resins have on particleboard's dimensional stability. The last internship dealt with performing a variety of tests to help improve the standard operating procedures at an architectural wood ceiling company in Eugene.



My ideal job would challenge me to find more efficient ways to complete tasks. It would have me involved in the wood products field and it would allow me to explore a new area of the Pacific Northwest.

[Contact This Student](#)

**Preferred Internship Location:**  
Pacific Northwest or New Zealand

ing growth experiences and valuable services to the employer, or just

temporary fill-in work on the night shift, all real-world work experience in the field is welcome.

**So come on, hire an intern!**

Just give us a call or send me an email.

David Smith,  
RENEWABLE MATERIALS  
Program Advisor,  
David.Smith@oregonstate.edu  
541-737-8506

## Provide a Scholarship!

Back in January, I gave a presentation to the Oregon Forest Industries Council Manufacturing Committee regarding the status of our RENEWABLE MATERIALS degree program. At the end of the presentation, committee members asked me what they could do to help. I feel we all need to do a better job of teaming together to assure a healthy future workforce! Everyone in the industry can help by recruiting potential students. Send the children and grandchildren of your employees our way and we can help educate them for productive rewarding careers. When you interact with youth in your community, send them our way. We have a great story to tell, we just need to get on the radar screen of potential students!

We are already seeing significant success in our recruiting efforts and

need to build on that momentum. More, highly skilled graduates are critical for our long-term survival as well as yours. Two ways we recruit students to our program are by offering internships and scholarships. We need your help in both areas. Hiring our students as interns was described very well in the previous article.

However, we also need your help with scholarships. As you know, tuition is rising everywhere. While we cannot control this at our level, we can help students by offering scholarships to the best and brightest. This is where you can play a major role. We have long held a policy of offering every student in our program a \$3,000 annual scholarship if they are able to maintain a 3.0 or above GPA (\$1,500 for incoming freshmen). This support is absolutely critical to our recruiting strategy. During this aca-

demical year, we awarded \$35,000 in this scholarship program. With our growth, we have already committed to \$46,000 next year and this will likely increase as additional students commit to our program. This level of scholarship support will far outstrip the capability of our endowment, which provides only \$30,000 annually.

If you have the ability to make a financial investment in the future workforce of Oregon's forest industry, please contact me today. Ideally we are looking for a commitment of \$3,000 per year on a continuing basis – this is enough to support one student.

Eric Hansen – 541-737-4240  
eric.hansen2@oregonstate.edu.

**Now Available-The 2011 OWIC Annual Report. Check it out at**  
<http://owic.oregonstate.edu/annual-report-2011>



## Selling Forest Products

Selling Forest Products is a two-day, sales training course designed primarily for new salespeople and is taught primarily by Bob Smith, a Professor and Extension Specialist in Forest Products Marketing at Virginia Tech. Bob has more than 15 years experience in the wood products field and 8 years of personal selling experience. Eric Hansen, Professor and Extension Specialist in Forest Products Marketing at OSU, will also provide instruction.

The course will focus on the development of skills essential to being a successful salesperson including:

- What makes a good sales person
- Personal selling strategies
- Customer behavioral styles
- Your personal selling profile
- Effective communication to improve sales
- Locating customers
- Market trends
- The sales presentation
- Effective phone sales
- Negotiation skills
- Goal setting
- Effective time management
- Attitude adjustment

Register at <http://www.regonline.com/Register/Checkin.aspx?EventID=1019789>

**When:** Thursday, April 26, 2012, 8 a.m. – Friday, April 27, 2012, 4 p.m.

**Where:** Oregon State University  
115 Richardson Hall  
Corvallis, OR 97331

**Cost:** \$500

**Questions?** Please contact Eric Hansen at [eric.hansen2@oregonstate.edu](mailto:eric.hansen2@oregonstate.edu) or 541-737-4240

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**Chris Knowles** with “subscribe to newsletter” in the subject line.



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