



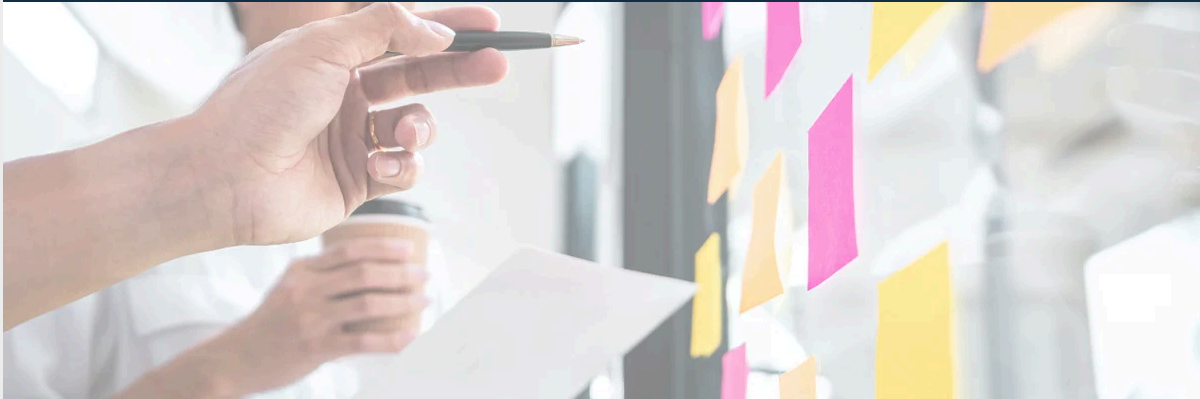
THE NAVIGATOR

MONTHLY NEWSLETTER

January 2026

The new year is off to a strong start at OMEP. From upcoming events and training opportunities, to resources that support Oregon manufacturers, here's what's ahead!

Win Back Time & Profitability With Value Stream Mapping



Is your team constantly busy, yet the results do not seem to match the effort? You're not alone. Many businesses face this challenge when hidden inefficiencies slow work down and drain resources.

Common Signs of Process Inefficiency

- Work gets stuck between departments
- Customers wait too long for results
- Time is spent on tasks that do not add real value
- Teams feel frustrated but cannot identify the root cause
- Profit margins shrink even when sales stay steady

These issues often come from the way work flows through your business, not from lack of effort. Value Stream Mapping (VSM) can be a good place to start uncovering inefficiencies and get to root causes.

How Value Stream Mapping Helps

Value Stream Mapping is a simple but powerful tool that shows how work actually moves through your business, from the first customer request to final delivery.

By visually mapping each step, VSM reveals where time, money, and energy are being wasted. It gives you the insight needed to focus improvements where they will have the greatest impact.

The result is smoother workflows, faster turnaround, and better use of your team's talent.

OMEP consultants specialize in guiding teams through Value Stream Mapping projects that turn busy into productive and waste into value.

Contact OMEP today to schedule your no cost assessment and learn how Value Stream Mapping can help you reclaim time and improve profitability.

[REQUEST YOUR NO COST ASSESSMENT](#)

FROM BUSINESS OREGON

Financing Opportunity for Oregon Manufacturers



Business Oregon is now accepting applications for the Industrial Development Bond (IDB) program, a low-cost financing option that can help Oregon manufacturers expand facilities, purchase equipment, and grow jobs. IDBs provide access to long-term, tax-exempt financing for land, buildings, and capital equipment, often at interest rates below conventional lending.

This program is especially valuable for manufacturers planning significant investments, typically projects of \$5 million or more, including qualified small

manufacturing projects capped at \$10 million. To ensure smaller manufacturers have priority access, Business Oregon has opened applications first for qualified manufacturing projects, with approvals and allocations beginning in January 2026.

[LEARN MORE FROM BUSINESS OREGON](#)

Just Added! April Virtual Sales Training Cohort



Due to popular demand, we're starting another **Virtual Sales Training Cohort** in April. If you missed out on joining a past cohort and you're ready to level up your selling skills, this is your sign to join us!

These **weekly, virtual sessions** are built on the proven Sandler Selling Methodology, focusing on building confidence, improving closing rates, and shifting the sales mindset from price-based to value-based selling.

Designed for **salespeople, managers, and business owners**, these cohorts aim to equip you and your team with practical techniques to overcome common challenges like long sales cycles, pricing pressures, and stalled deals.

Whether you're looking to increase your team's effectiveness or foster a more consultative sales approach, these programs are your ticket to higher performance and revenue growth.

Contact Bob Cannon at OMEP, today to reserve your spot and elevate your sales results.

Our next cohort begins in April. We look forward to seeing you!

A Better Way to Sell with Sandler: Webinar on January 22



Selling Has Changed. Has Your Strategy?

What worked in the 20th century economy does not always work today. If your sales process feels longer, more frustrating, or overly dependent on discounts, it may be time for a new approach.

Join us on **January 22** for a live webinar with **Jeff Schneider of Sandler Training**, where you will learn how the Sandler Selling System helps sellers take back control of the sales conversation.

This proven approach focuses on identifying ideal prospects, shortening the sales cycle, gaining clear yes or no decisions, and eliminating unpaid consulting.

Sales is like a dance. Someone leads and someone follows. Traditional selling often puts sellers in a reactive role, pitching, chasing, and hoping. The Sandler approach flips the script, positioning you as a trusted advisor through purposeful questioning, disqualifying when appropriate, and creating mutual agreements.

If you want to sell with more confidence, clarity, and profitability, this webinar is for you.

[**LEARN MORE & REGISTER**](#)

Upcoming Industry Events in Oregon



Women in Manufacturing Oregon Plant Tours & Networking

Women in Manufacturing (WiM) Oregon Chapter is hosting two opportunities to join a **Plant Tour and Networking Event at Riser's Fine Foods, one in Hillsboro on January 20th and one in Salem on February 12th.** Check out the links below for more information:

[Jan 20th: WiM Oregon, Reser's Fine Foods Plant Tour & Networking Event, Hillsboro, OR](#)

[Feb 12th: WiM Oregon, Reser's Fine Foods Plant Tour & Networking Event, Salem, OR](#)

OMIC R&D Small Business Event January 28

On **Wednesday, January 28th, OMIC R&D** is hosting an **in-person panel event** showcasing additive manufacturing research and solutions from their Additive Innovation Center.

Sponsored through Business Oregon's Center of Innovation Excellence (CIE) program, the event will feature OMIC R&D researchers discussing real-world additive applications and how these technologies are shaping Oregon's manufacturing future.

Local small and mid-sized manufacturers are invited to join OMIC R&D at their headquarters in Scappoose, Oregon and connect with the people and ideas driving innovation in our region.

Date: January 28th

Time: 10am - 2pm

Location: 33701 Charles T Parker Way, Scappoose, Oregon 97056

There is no cost to join the event, [click here for a detailed agenda and to register.](#)

AME Portland 2026 Lean Summit February 25 & 26

The Association for Manufacturing Excellence (AME) is hosting the **2026 Lean Summit in Portland February 25th & 26th.** Come join the OMEP team for keynote sessions from industry leaders, a facility tour, workshops, and time for connecting with your peers.

OMEP and AME have partnered to offer a discount for attendees!

Use code NP-OME26 to get the AME Member rate when registering.

[Feb 25-26: AME Portland 2026 Lean Summit, Radisson Hotel | Portland Airport](#)



in

OMEP, 7650 SW Beveland Rd, Suite 170, Portland, Oregon 97223

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