



THE NAVIGATOR

MONTHLY NEWSLETTER

August 2025

OMEP has been consulting and advising manufacturers in Oregon for over 20 years.

While we are best known for our lean manufacturing and continuous process improvement work, our expertise spans every area of your business.

OMEP consultants stand ready to help you with Operations, HR & Workforce Development, Advanced Technology, Sales & Marketing, and Business Financials & Strategic Planning.

Reach out to OMEP today to schedule your complimentary assessment with one of our expert consultants and discover practical, personalized strategies to help your business thrive!

Request Your Assessment

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Ready or Not! in Bend, Sept 23 - Get in the Game!



Step into the action at OMEP's Ready or Not! business simulation game on September 23 in Bend.

In this high-energy, in-person experience, you and your team will take control of a fictional company, making high-stakes decisions that shape its future.

Unlike traditional workshops, Ready or Not! is a live, game-based simulation played over multiple rounds—each representing a full “year” of operations. You’ll juggle production, sales, costs, and workforce management while navigating surprise challenges like supply chain issues or rapid market shifts.

It's fast-paced, fun, and a powerful way to sharpen your leadership skills while connecting with other leaders. Come on your own, or bring your colleagues.

Space is limited, so reserve your seat today and get in the game!

Sign Up Today!

Join OMEP's Virtual Sales Training Cohort & Boost Your Sales Results!

Inconsistent sales results? Struggling to close higher-quality deals?

This September, OMEP is launching a **10-session virtual Sandler Sales Training Program** designed specifically for Oregon manufacturers who want to stop chasing low-margin deals and start closing more of the right business.

Guided by Sandler-certified trainer and OMEP Consultant Bob Cannon, this proven system will help you and your team:

- Have deeper, more productive conversations with prospects and customers
- Confidently handle objections and eliminate roadblocks early
- Qualify opportunities faster to focus on deals most likely to close
- Apply a systematic approach that improves predictability and margins

Because the program is fully virtual, you can participate from anywhere in Oregon, without traveling, and immediately put new techniques into action.

Spaces are limited, and interest is building fast.

 Contact Bob Cannon at bcannon@omep.org or 503-707-4414 to reserve your team's spot and set yourself up for a strong Q4.

[Email Bob](#)

Success Story: Newberg Steel

For over three generations, Newberg Steel & Fabrication has been a trusted name in structural steel fabrication, welding, and installation, serving both commercial and residential contractors across Oregon. With over 20 employees and a thriving retail store for welding supplies, gases, and tools, their reputation for quality has fueled steady growth.

As Newberg Steel continued to grow, it became clear there was an opportunity to build on their success by refining systems, streamlining workflows, and strengthening the foundation that supports daily operations. To turn those opportunities into lasting improvements, they brought in OMEP as a partner to help chart the next phase of their growth.

The journey began with facility expansion planning. OMEP helped design a new plant addition that streamlined material flow for both incoming steel and finished products. This new space not only improved efficiency but also created enough capacity to welcome 10 new team members. Alongside the physical redesign, OMEP supported the development of standard work procedures, improved training processes (cutting onboarding time by 30%) and implemented a RACI chart to clarify roles and responsibilities.

Once the new plant layout and systems were in place, OMEP introduced Lean Principles training. The Newberg Steel team participated in a hands-on Lego® factory simulation, which made Lean concepts tangible and easy to apply. Building on this foundation, the company rolled out the 5S methodology—Sort, Set in Order, Shine, Standardize, Sustain—across the plant, retail store, warehouse, and yard.

The results have been transformative: Newberg Steel has achieved over \$1M in cost savings and avoidance, 180% productivity growth, 200% sales increase, and over \$2M in new equipment investment.

"OMEP's Lean Manufacturing expertise has been a game-changer for Newberg Steel," says General Manager Jessica Kinion. "Their collaborative approach and dedication to quality have made them a trusted partner in our journey towards operational excellence."

Event: MEDP's Annual Event & McMinnovation Awards 2025

Save the date for the McMinnville Economic Development Partnership's Annual Event!



Wednesday, October 15, 2025



3:30pm – 5:30pm



McMinnville (location TBD)

Enjoy an afternoon celebrating the bold ideas, creative makers, and outstanding businesses shaping McMinnville's future! The McMinnovation Awards recognize innovation, collaboration, and manufacturing excellence in our region—and this year's event promises to be bigger than ever.

Event Info

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