



THE NAVIGATOR

MONTHLY NEWSLETTER

November 2025

Oregon Trade Mission Trip Recap from Mike Vanier, President of OMEP

Last month, I had the honor of representing OMEP and our client group of Oregon manufacturers on Governor Tina Kotek's trade mission to South Korea and Japan. I want to again thank Governor Kotek and Business Oregon for organizing a thoughtful and productive itinerary. Their work opened doors to conversations that strongly reinforced Oregon's growing reputation as a place where global companies want to do business.

This mission gathered a remarkable group of business and economic development leaders from across Oregon, along with Governor Kotek and State Representative Daniel Nguyen. The time we spent together underscored our shared commitment to strengthening Oregon's manufacturing landscape.

South Korea: Technology Leadership and Growing Interest in Oregon

In South Korea, our delegation met with government and business leaders who were eager to learn more about Oregon's manufacturing capabilities. Discussions centered on Oregon's strengths: a diverse industrial base, highly skilled workforce, and a culture of innovation and collaboration.

Our visit to LG's world headquarters showcased advanced technologies that will shape global supply chains in the years ahead. We also met with the Seoul Business Agency, whose focus on helping established companies scale aligns closely with OMEP's mission. These meetings made it clear that Korean companies see strong potential in partnering with Oregon manufacturers and are actively seeking ways to connect.



Japan: Advanced Manufacturing and Partnership Opportunities

During our time in Japan, I joined a small group that met with senior leaders from the Kanagawa Prefecture in Yokohama. Their curiosity about Oregon's approach to supporting manufacturers sparked deeper discussions about our shared priorities and areas where our industries align. This meeting was one of the highlights among the numerous engagements throughout the trip, offering a unique opportunity to exchange perspectives, strengthen relationships, and explore meaningful paths for future collaboration.

We also met with the University of Tokyo's bioscience and medical technology team whose cutting-edge work requires highly capable manufacturing partners. Their interest in connecting with companies in our state reinforces just how aligned Oregon's strengths are with global needs.



Oregon's Strategic Advantage and the Moment We're In

One takeaway from this mission was the opportunity we had to share Oregon's strategic position on the West Coast of the United States. Many international companies are familiar with the US market in general but have limited exposure to the specific advantages Oregon offers. Highlighting our proximity to Pacific trade routes, short travel times to major US cities, and strong manufacturing ecosystem resonated with the audiences we met. For companies in Asia exploring a US presence, Oregon offers a practical and geographically advantageous entry point.

This trip made one thing clear: now is the time to invest in and focus on Oregon's manufacturing industry. Our economic development agencies are doubling down on their commitment to drive innovation, spur growth, and create jobs. The relationships formed on this mission, both abroad and within our own delegation, will help accelerate that work.

I am grateful to Governor Kotek and Business Oregon for inviting OMEP to participate. The interest we saw from companies in both South Korea and Japan, along with the strength of Oregon's manufacturing sector, positions our state well for meaningful global partnerships in the years ahead.

— *Mike Vanier, President, OMEP*

Revenue Generation Newsletter Coming Soon to Your Inbox

Strong revenue generation is the foundation of every successful business. Without consistent revenue, growth becomes difficult and even small challenges can feel overwhelming.

To support your growth goals, we are launching a new **Revenue Generation Newsletter** series that will arrive directly in your inbox.

Each edition will include insights from the Sandler Sales methodology along with practical tools, mindset shifts, and communication strategies that lead to measurable results. Whether you are leading a team, building a book of business, or improving your outreach, you will find actionable content you can apply immediately to support your revenue goals.

You will receive high-impact techniques, real-world examples, and resources that help you advance your business development efforts with clarity and confidence.

Watch for this new newsletter from OMEP. If you would like to learn more about how OMEP's Sandler-trained consultants can support your team, we would be glad to talk with you.

Save Your Spot! Sandler Sales Virtual Training Cohorts Starting Jan 2026



Starting in January, OMEP is launching virtual **Sandler Sales Training Cohorts** to help our clients **drive revenue and level up their selling skills**.

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 approach, these programs are your ticket to higher performance and revenue growth.

We look forward to seeing you!

Email Bob

RSVP: Advanced Manufacturing Town Hall on Dec 3 in Scappoose



You're invited to join OMIC R&D and Oregon State University for a National Advanced Manufacturing Town Hall in Scappoose, Oregon, part of the information-gathering process for the upcoming 2026–2030 National Strategic Plan for Advanced Manufacturing.

This regional event will bring together industry, academia, and federal representatives to gather input that shapes U.S. manufacturing priorities for the next four years. In addition to the town hall discussion, the day will feature OSU technical presentations, a Pacific Northwest advanced manufacturing panel, and an OMIC R&D facility tour.

The National Strategic Plan is updated every four years to guide federal R&D efforts that strengthen U.S. competitiveness, drive innovation, create jobs, and enhance national security. This in-person session complements the ongoing online Request for Information (RFI)—giving participants a voice in identifying key research and development priorities.

Event Highlights

- Welcome from NIST, OSU, and OMIC R&D leadership
- OSU Advanced Additive Manufacturing Technical Talks
- NIST Town Hall Q&A Session
- “Crossing the Chasm” Panel Discussion: Energy & Aerospace Innovation
- OMIC R&D Overview and Facility Tour

Additional Details

📍 Where: OMIC R&D, 33701 Charles T. Parker Way, Scappoose, Oregon

Register now to secure your spot, and be sure to forward this invite to colleagues who may be interested in attending!

Town Hall Event Info & Registration

Success Story: SWEED Machinery's Journey to Scalable Growth



Founded in 1955 and headquartered in Gold Hill, Oregon, SWEED Machinery designs and manufactures industrial material handling equipment for a wide range of B2B industries. Through its equipment lines, SWEED helps companies improve material flow in manufacturing processes, manage scrap, reduce waste, and recover valuable metals from recyclable materials and other production byproducts.

As SWEED's growth accelerated, the leadership team recognized the need to strengthen safety systems, streamline operations, and align the organization for long-term success. To achieve these goals, they partnered with OMEP to reinforce their foundation and build capacity for sustainable expansion.

OMEP's consultants began by helping SWEED with a comprehensive review of the company's org structure and business systems to align operations in support of their strategic growth plans. Together, they implemented several upgrades to the existing ERP system that enhanced visibility and data-driven decision-making across departments. Next, the focus turned to safety. Procedures to meet Oregon OSHA standards were updated, training was standardized, and the team embedded a proactive safety culture throughout the facility.

In the final phase, OMEP and SWEED collaborated on Lean Manufacturing improvements, deploying 5S (Sort, Set in Order, Shine, Standardize, and Sustain), optimizing equipment layouts, and reducing changeover time to boost productivity

The results speak for themselves: SWEED recognized more than \$300,000 in cost savings, improved safety culture, made \$60,000 in new investments, invested \$25,000 in employee training, and retained 20 jobs.

“OMEP wasn’t just a consultant that helped us build a plan, they were a true partner in executing it,” says CEO Tyler Casebeer. “They rolled up their sleeves and worked alongside our team to turn strategies into real results. Their approach blended thoughtful, strategic guidance with hands-on support, keeping us moving forward and ensuring lasting change.”

Thanks to the SWEED team for sharing their inspirational story with us!

[Read More Oregon Manufacturing Success Stories](#)

Schedule Your No-Cost Assessment with OMEP

Wondering if OMEP can help your business? Is it time for an outside perspective on how best to tackle the challenges you’re facing?

OMEP’s team of experienced consultants are here to help. From improving your sales process, to finding and hiring qualified candidates, or making process improvements, we can help with just about any business challenge.

Contact OMEP today for a no-cost assessment and let’s set your business up for success in 2026.

[Request Your No-Cost Assessment](#)

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