



THE NAVIGATOR

MONTHLY NEWSLETTER

October 2025

Message from OMEP President Mike Vanier

Greetings from OMEP!

Later this month, I'll have the honor of representing OMEP and our client group of Oregon manufacturers as part of Governor Tina Kotek's trade mission to South Korea and Japan, taking place October 24–30. This mission is an exciting opportunity to strengthen Oregon's international partnerships, open doors for collaboration, and expand market access for Oregon-made products in two of Asia's most dynamic economies.

Our goal is to help Oregon manufacturers connect with potential customers and partners, learn from global leaders, and identify new export and innovation opportunities. The high-level meetings and business visits arranged through this mission will provide valuable insight into how Oregon companies can better compete and thrive in international markets.

We look forward to sharing highlights and key takeaways from this trip in our next newsletter. Stay tuned for updates on how OMEP and our clients are helping Oregon businesses grow on the global stage.

— *Mike Vanier, President, OMEP*

Experience OMEP's Sales Training Essentials - No Cost, No Commitment



Are you looking to strengthen your sales approach or level up your team's performance?

Join one of OMEP's weekly virtual **Sales Training Essentials** sessions designed to build the skills that drive sales results.

These sessions are ideal for:

- Business Owners
- Sales Professionals
- Sales Managers
- Emerging Sales Talent
- High-potential team members seeking skill advancement

The training series delivers practical, high-impact sales tools you can put to use right away. **Experience the value of these weekly sessions firsthand, with no cost, no commitment.**

If you are interested in attending a session to get a sense for the materials and delivery approach, email Bob Cannon today for the Virtual Session Link.

[Email Bob](#)

Meet OMEP at the NW Electronics Design & Manufacturing Expo

NEDME 2025
October 22

We're attending the [NEDME](#) event on October 22 in Hillsboro, Oregon and you're invited!

What: NW Electronics Design & Manufacturing Expo

Date: Wednesday, October 22, 2025

Location: Wingspan Event & Conference Center, Hillsboro, OR

Time: 8am to 4pm

OMEF Senior Workforce Consultant Dawn Ratashak is a Featured Speaker, and you can visit OMEF's Booth #309 to learn more about how we help Oregon manufacturers succeed across every business discipline.

We look forward to seeing you there!

NEDME Event Info & Registration

Setup Reduction: How to Slash Changeover Times in Any Industry

Why Setup Reduction Matters

Every minute spent on setup is a minute not spent delivering value. Whether you are changing a die, resetting a stage, or deploying software, setup time eats into productivity.

Setup Reduction, also known as **SMED (Single-Minute Exchange of Dies)**, is a proven Lean method to shorten changeovers, increase uptime, and boost responsiveness in any industry.

The Core Idea: SMED in Brief

Developed by Shigeo Shingo, SMED aims to reduce changeover times to under ten minutes. Although it began in manufacturing, the same principles apply wherever transitions occur. The goal is simple: **streamline and organize setup work** so teams spend more time adding value and less time waiting.

Internal vs. External Setup

A key SMED concept is distinguishing between **internal** and **external** setup tasks.

Internal (must be done while stopped)

External (can be done while running)

Manufacturing: Replacing tooling

Preheating dies before stopping the machine

Event Venue: Clearing the stage

Pre-positioning chairs and props backstage

IT: Pushing code live to production

Running pre-deployment tests in a staging environment

The objective is to **convert as many internal steps as possible into external ones** so prep work happens in parallel and downtime is minimized.

Real-World Impact

Theater Production

Before: Scene changes took 15 minutes, leaving audiences waiting.

After: Pre-staged props and assigned crew zones reduced changes to just 4 minutes.

IT Operations

Before: Software updates required 20 minutes of downtime.

After: Automated scripts and pre-validated code cut that to under 2 minutes.

CNC Machining

Before: Single Operator, 14 hour set up

After: Multiple operators, 15 minute set up, staged tooling, external duties assigned to setup person.

Why It Works

- More productive time: less waiting, more doing
- Greater capacity: increased output without new resources
- Flexibility: faster response to changing demands
- Consistency: standardized changeovers reduce stress
- Happier customers: smoother experiences with fewer delays

See What Setup Reduction Can Do for You

Setup Reduction is not just for manufacturers. It is a practical, high-impact approach for **any organization seeking efficiency, flexibility, and speed.**

OMEP consultants are experts in applying these principles to Oregon businesses.

 **Contact OMEP today for a no-cost assessment** to see how a Setup Reduction project could benefit your operation.

Request Your No-Cost Sales Assessment

Celebrating Manufacturing Month



October is recognized nationwide as **Manufacturing Month**, an expansion of **Manufacturing Day** that began in 2012 through the efforts of the [Fabricators & Manufacturers Association](#), the [National Association of Manufacturers](#), and their partners.

The celebration started as a single day for manufacturers to open their doors and showcase the creativity, innovation, and career opportunities in modern manufacturing. It has since grown into a month-long recognition of the people and processes that drive our economy forward.

At OMEP, we are proud to work alongside Oregon's manufacturers as they strengthen operations, build leadership, and create lasting impact.

This month, take a moment to be inspired by the stories of your peers operating businesses across the state that are improving and growing with OMEP's support.

[Read Oregon Manufacturing Success Stories](#)

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