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The First Place AI Pays Off for Small- and Mid-Sized Manufacturers

AI is on nearly every manufacturing leader's radar right now, and the hype makes it hard to see where the practical value lives.

From quoting and estimating to quality documentation, dashboards, and maintenance records, the earliest wins for small and mid-sized manufacturers come from the everyday administrative work that surrounds production. Floor-level applications are real and worth pursuing, and starting with these smaller projects builds the data, confidence, and skills to get there.

Our latest article breaks down each AI implementation starting point and explains why the strongest first project is often the most ordinary one, a single workflow that eats hours every week. It also covers a low-cost step many manufacturers skip: building basic AI literacy across the team.

Discover where AI can start paying off in your operation.

[Read the full article →](#)

Upcoming Industry Events

Sandler Sales Boot Camp: Eugene | June 25 & 26

Two days of hands-on training where you get a practical, proven sales framework you can apply immediately to every opportunity. A few spots remain, reserve yours today.

[Eugene Sandler Sales Boot Camp June 25 & 26](#)

WiM Oregon | Supply One Plant Tour & Benchmarking: Tualatin | July 15

Join Women in Manufacturing's Oregon Chapter and experience firsthand how corrugated packaging & foam fabrication comes to life.

[Tualatin WiM Supply One Plant Tour July 15](#)

Sandler Sales Boot Camp: Salem | July 30 & 31

OMEP's Sales Boot Camp comes to Salem. Join our popular Boot Camp and level-up your sales skills in just two impactful days. Registration is open now.

[Salem Sandler Sales Boot Camp July 30 & 31](#)

Looking for a Team Building Event for Your Crew?



Picture a race car pit stop. Every person knows their role, trusts their teammates, and executes with precision when it counts.

OMEP's **Pit Crew Challenge** brings that same energy to your team in a hands-on, immersive simulation where coordination, communication, and shared purpose are tested in real time. Then participants connect what they felt in the moment to how they lead and work together every day. No slides, no passive listening, just team learning that sticks.

We offer hosted events and on-site delivery, whether you want to send a few people or build an experience for your whole team. Get your crew in the pit for your next team building event!

[Bring the Pit Crew Challenge to Your Team →](#)

Virtual Sandler Sales Cohort Starting in July

Sales skills grow with consistent practice. OMEP's Sandler Sales-trained consultants host weekly, virtual learning sessions built on the proven Sandler Selling Methodology, helping you and your team build confidence, improve closing rates, and shift from price-based to value-based selling.

Our next weekly online cohort begins July 21. Join the group to fast-track your sales skills and finish Q3 strong.

[Learn More & Register →](#)

Here When You Need Us



Whether it's streamlining operations, winning new business, adopting the right technology, or planning for what's next, OMEP helps Oregon manufacturers tackle it. Whenever you're ready to talk it through, we're here for you.

Schedule time with our OMEP consultants and get a clear picture of where your biggest gains are hiding and how to unlock them.

[Book Your No-Cost Assessment →](#)