

August 2026



What Oregon's Partnership with Toyama, Japan Means for Manufacturers

What can a 35-year international partnership mean for Oregon manufacturers today? New market connections, exposure to advanced technologies, and stronger networks across industry, research, and economic development. Those opportunities were front and center on August 3, when OMEP joined government and business leaders from Oregon and Toyama Prefecture, Japan, to celebrate the Oregon-Toyama sister-state relationship and explore its next chapter.

OMEP President Mike Vanier presented alongside Business Oregon Director Sophorn Cheang, Prosper Portland's Kate Merrill, and Toyama Governor Hachiro Nitta. Their discussion focused on areas with direct relevance to Oregon industry, including advanced manufacturing, semiconductors, trade, investment, research partnerships, and talent development. For manufacturers navigating changing markets and supply chains, trusted international relationships can help turn a distant opportunity into a practical connection.

[See How Oregon and Toyama Are Building on 35 Years of Partnership](#)



Are Slow Sales Cycles Stalling Your Growth?

When deals drag on, qualified opportunities stall, and revenue stops growing, the bottleneck is often an inconsistent sales process. Without a shared approach, teams can struggle to qualify prospects, uncover real buying needs, and keep the right opportunities moving forward.

OMEP's Sandler Sales Training gives Oregon manufacturers a structured, repeatable approach to every stage of the sales cycle. Led by Sandler-trained and certified OMEP consultants, our programs help sales teams shorten unproductive cycles, build a healthier pipeline, and create more predictable revenue growth.

[Explore Sales Training Options for Your Team](#)

Upcoming Industry Events

WiM Oregon | "Beyond Networking": Central Point | August 13

Join Women in Manufacturing's Oregon Chapter at Hummingbird Estate Wines in Central Point, OR for an inspiring and empowering event featuring Elissa Denton, LCSW. In this session, Elissa brings a fresh, research-informed approach that transforms networking from an awkward obligation into a high-value, human-centered experience.

["Beyond Networking" Connection Quick Starts August 13](#)

Sandler Sales Boot Camp: Portland | September 16 & 17

Sharpen your skills and unlock your next level of sales success at OMEP's two-day Sandler Sales Boot Camp. This in-person Sandler Sales Training experience is built on the proven Sandler methodology and is designed for anyone who wants a more consistent and effective way to sell without chasing, discounting, or guessing.

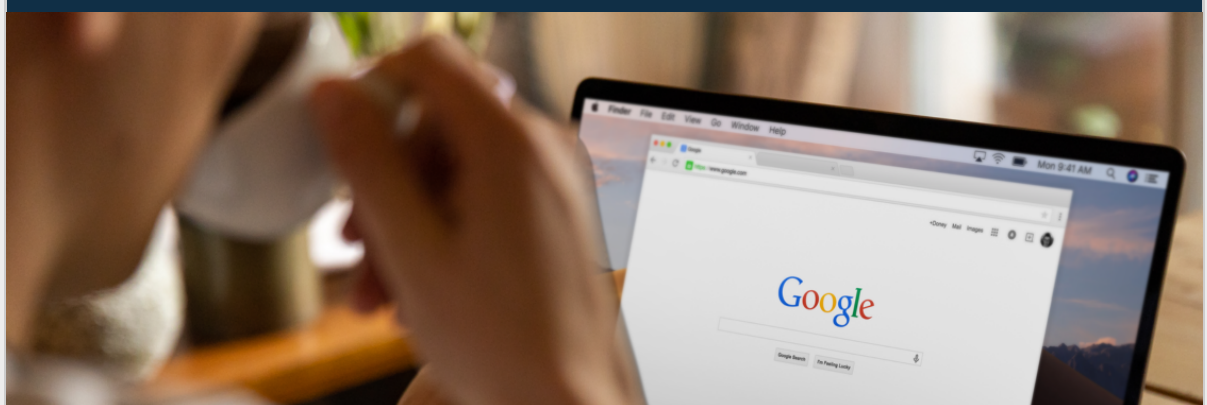
[Portland Sandler Sales Boot Camp Sept 16 & 17](#)

WiM Oregon | Bridgetown Printing Plant Tour: Portland | September 17

Join Women in Manufacturing's Oregon Chapter on this tour of the Bridgetown Printing production floor in Portland, talk about the basics and history of print as well as Bridgetown's Associate Development Program. The event includes a networking session with a light breakfast and coffee bar.

[Bridgetown Printing Plant Tour and Networking Event September 17](#)

Share Your OMEP Story with a Google Review



Has OMEP been a part of your manufacturing journey? Your Google review will help us share that impact with other manufacturers across the state. Thank you.

[Share your OMEP experience](#)