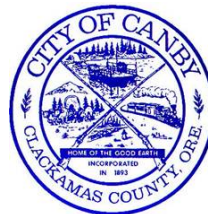


It's Not Luck!

Strategies that Will Grow
Your Company



OMEP Overview

- Not-for-profit agency established on 1996
- Mission is to create a stronger Oregon economy by helping small to mid-sized Oregon manufacturers become globally competitive.
- Private-Public partnership funded by federal, state, and client company funds.
- 15 total staff. 10 consulting professionals.

Delivered Results

OMEP projects are designed to deliver quantifiable results. Six to twelve months after a project is completed, an independent third party commissioned by the National Institute of Standards and Technologies (NIST) surveys clients to measure the project impacts.

For the period
July 1, 2009 to
June 30, 2011

Companies Surveyed	108
Jobs Created or Retained	1,720
Increased or Retained Sales	\$129,763,641
Cost Savings	\$17,239,702

OMEPE Client Companies



Oregon Manufacturing Extension Partnership

Partial list of OMEPE projects

PROJECTS by county

1 Nov 2010

BAKER

Behlen Manufacturing
Blue Mountain
Cutters Edge
St. Elizabeth Health
Tasty Bake

CLACKAMAS

Bob's Red Mill
CCI Enterprises
CRB Manufacturing
Flir
J Frank Schmidt & Sons
Lightspeed Aviation
Miles Fiberglass
Oregon Iron Works
Pioneer Pump
Puddin River Chocolates
SAM Medical
Skutt
Web Steel
WW Metal Fab
ZXERES

CLATSOP

J & H Boat Works

COLUMBIA

Composites Universal
USIA

COOS

Hardin Optical

CROOK

Consolidated Pine
Woodgrain Millwork

CURRY

Freeman Marine

DESCHUTES

Advanced Machining
American Licorice
Classic Wood Accents
Deschutes Brewery

Kialoa Paddles
Michi Partners
Nashelle Jewelry
Northland Furniture
PV Powered
Structus
Suterra
Vocal Booth

DOUGLAS

Alcan Cable
FCC Commercial
Furniture

GRANT

Malheur Lumber

HOOD RIVER

Diamond Fruit
Homesield
R&R System Tech
The Fruit Company

JACKSON

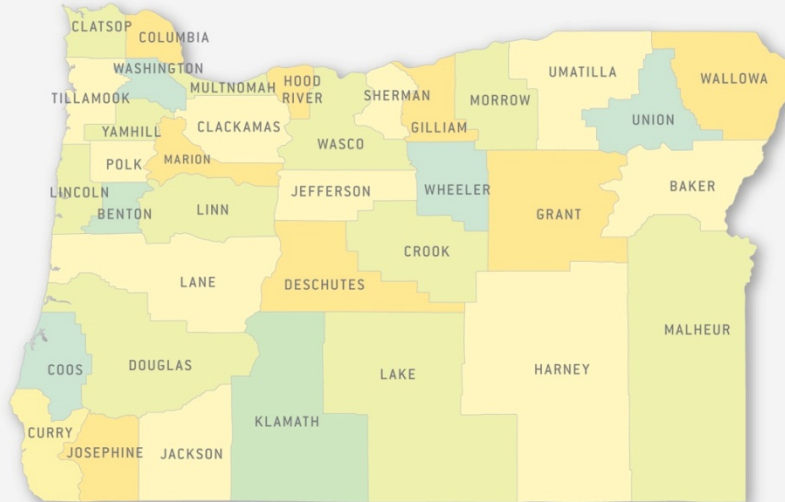
BOC Edwards
Brammo Motor Sports
Cascade Wood Products
Collins Manufacturing
Diode Laser Concepts
Highway Products
ICW
Lamination Technology
Marble Creations
Micro Trains
Rogue Creamery
Sabroso
Sweed Machinery
Varney Manufacturing

JEFFERSON

Earth 20

JOSEPHINE

Bentwood
Encore Ceramics
Energy Outfitters



Fire Mountain
Lee's Quality Doors
Marzi Inc
Pacific Botanicals
Recognition Specialties

KLAMATH
Collins Products
MCX Inc
REACH
Smith Bates

LANE
Bike Friday
Farwest Steel
International Door

Marathon Coach
McFarland Cascade
Mid Valley Glass
Newwood Display
Oak Patch Gifts
Willamette Valley
Company

LINN
Chalet RV
Entek Manufacturing
Flakeboard
Oberto
Pacific Cast

MALHEUR
Holy Rosary Medical
Center

MARION
Braka Industries
Cabinet Door Services
Chemeketa CC
Columbia Helicopters
Givaudan/Quest
GK Machine
Kerr Concentrates
Sabroso
Sequential BioFuels
Silverton Hospital
The Trading Company

Truitt Brothers
Ulven
Universal Forest Products

MORROW
Boardman Foods

MULTNOMAH
American Red Cross
AmFor Electronics
Ajinomoto Frozen Foods
Apex Industries
Applied Plastics
Badge Print
Beall Corporation
Best Manufacturers

Bridgetown Bakery
Bushwacker
CCI Industries
CNH Parts & Service
Columbia Steel Casting
Crary Shoes
Daimler Trucks
FullBore Innovations
Georgia Pacific
Gunderson
Harry's Fresh Foods
Imperial Manufacturing
Indepak
Legacy Health
Madden Fabrication
McTavish
Moonstruck Chocolates
Moventas
Nature Bake
PGE
QPM Aerospace
Scenic Fruit
Service Steel
Shed Rain
Shin Shin Foods
Sign Wizards
Speedy Moto
Stack Metallurgical
Streimer
Sulzer Pump
Sunshine Dairy
Teeny Foods
Triad Speakers
Tube Specialties
Veris
Work Systems Inc

POLK
Forest River
Marquis Spa

TILLAMOOK
Halco
McRae and Sons

UMATILLA
Pendleton Grain
Growers
Pioneer Asphalt

WASCO
Oregon Cherry Growers

WASHINGTON
ATAC
Acumed
Allied Systems
B & L Wood Products
Crimson Trace
Englander
Fujimi
Generic Part Services
Jewell Attachments
Kerry Sweet
Kinetics
LightSpeed
Lumber Products
Northwest Signal
Poly-cast
Q & D Manufacturing
Resers Fine Foods
Sure Power Industries
TriQuint Semiconductor
Vanguard EMS
Warne Scope Mounts
Woodfold-Marco
Welch Allyn Monitoring

YAMHILL
A.R.E Manufacturing
Amerson
Betty Lou's
Cascade Steel
Climax Portable
Machine Tools
FMC FoodTech
Mission Foods
NW UAV
Pacific Wood

Next Generation Manufacturing Study

- Prepared by the American Small Manufacturers Coalition
- Original developed in 2009 and updated in 2011.
- The update includes data from over 800 companies throughout the U.S., including some from Oregon.

Key Study Findings

- Nearly 70% of U.S. manufacturers could have a new leader in the next 5 years
- Only 18% have state-of-the-art equipment to support world-class innovation
- Few manufacturers have formal talent and workforce development programs
- Small companies need assistance in implementing NGM strategies

NGM Strategies for Growth

- **Customer Focused Innovation**

Increase top line growth. Develop and market new products and services with customer in mind.

- **Engaged Workforce**

Secure a competitive advantage. Fully utilize creativity and talent of your workforce. Create an inspiring workplace to attract and retain world-class people.

NGM Strategies for Growth

- **Operational Excellence**

Make company-wide commitment to on-going process improvements that achieve productivity and quality gains.

- **Supply Chain Management and Collaboration**

Develop supply chains that are flexible and superior in response time and delivery. Establish mutually beneficial supplier/customer relationships.

NGM Strategies for Growth

- **Green/Sustainability**

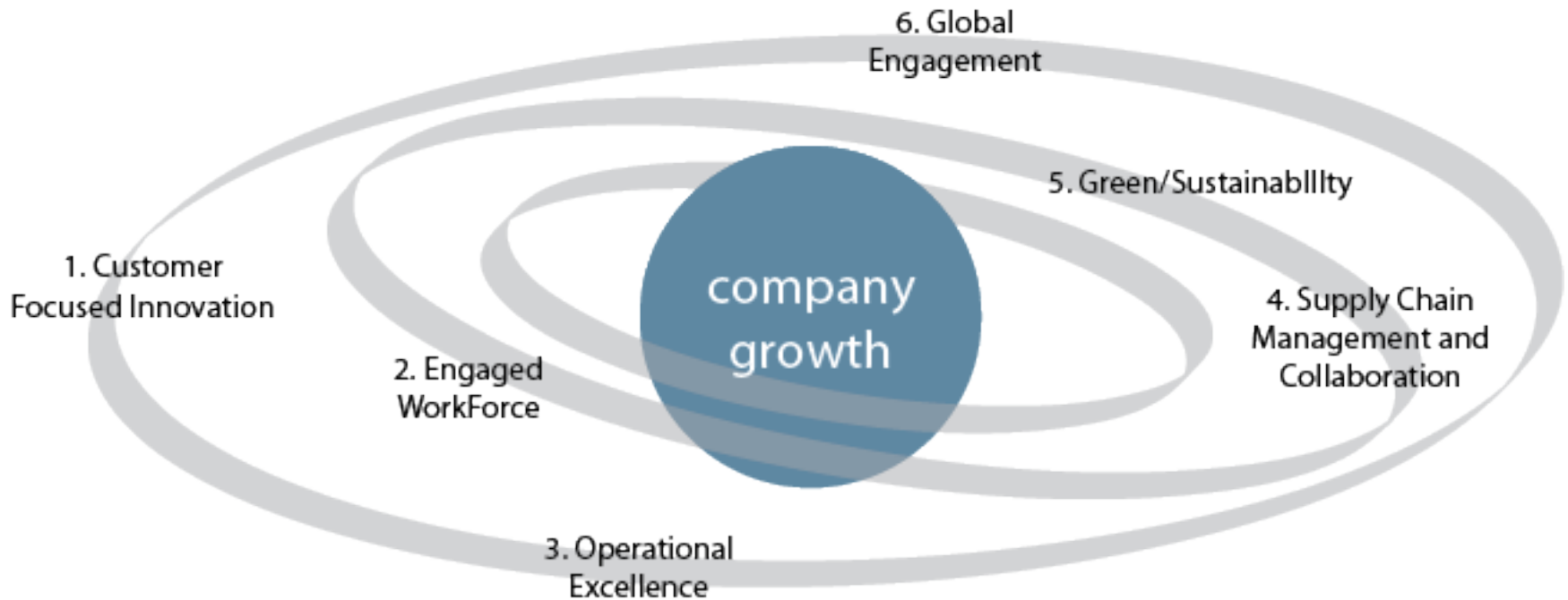
Use less energy and reduce waste. Provide competitive cost performance and recognizable customer value.

- **Global Engagement**

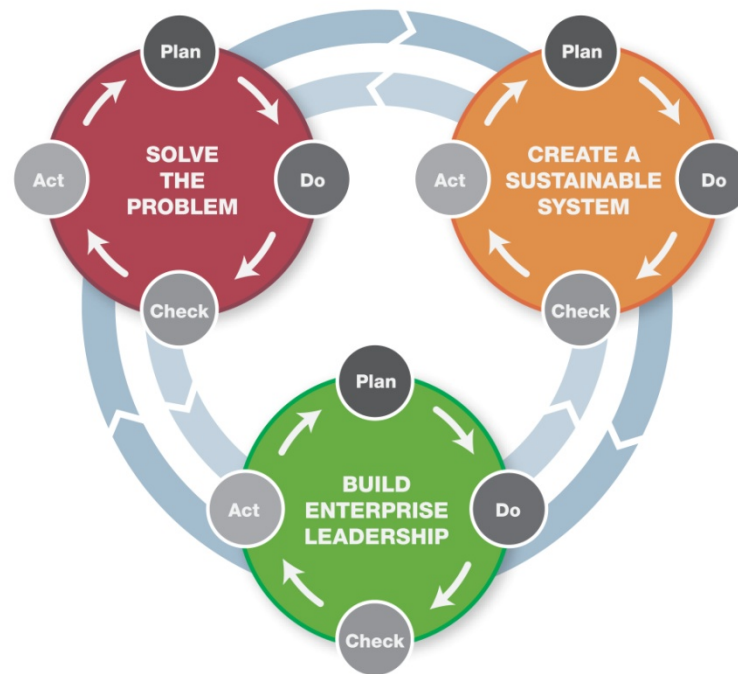
Expand into global markets with partnerships and systems that secure your greatest business advantages.

System View

You need to look at all the elements of your strategy at the same time while attempting to synchronize your activity.



Relentless Systematic Approach



Questions/Comments

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