

# **Rosemary Coates**

**President at Blue Silk Consulting**

Los Gatos, CA, US

Reshoring: It's Time to Bring Manufacturing Back from China

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## **Biography**

Ms. Coates is a high-energy, entertaining and highly sought global speaker and consultant. She is the President of Blue Silk Consulting, a Global Supply Chain consulting firm. She is a seasoned executive with an MBA, 25 years' experience in Supply Chain Management, Operations Management, Project Management and Systems Consulting.

Ms. Coates has consulted with global and domestic clients, VCs and PE firms on operations systems and processes. She has considerable international experience and has worked for extended periods in Asia and Europe. Her experience spans a broad range of industries including High Technology, Software, Chemicals, Automotive, Consumer Products, Industrial Products, Food Distribution, Transportation, Publishing, Retail, Oil and Gas.

She has extensive knowledge and experience in manufacturing and outsourcing in China. She has authored an Amazon.com Top Seller book: "42 Rules for Sourcing and Manufacturing in China," "Negotiation Blueprinting for Buyers" and "42 Rules for Superior Field Service."

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Author Appearance, Corporate Training

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## **Industry Expertise**

Logistics and Supply Chain, Import and Export, Apparel/Accessories, Airlines/Aviation, Consumer Electronics, International Trade and Development, Automotive, Management Consulting, Manufacturing, Machinery

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## **Areas of Expertise**

Reshoring: How and Why to Bring Manufacturing Back to the Us, Building High Performance Teams, High Performance Field Service, The Art and Science of Business Negotiations, Expert Witnessing

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## **Affiliations**

CSCMP, Thompson-Reuters Experts, Asia-America Management Association, ISM, The Service Council, University of San Diego Supply Chain Management Institute

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## **Sample Talks**

## **Cowabunga! It's Time to Bring Manufacturing Back**

Cowabunga! was a term invented by the writer of The Howdy Doody Show, a children's TV show that ran in the USA from 1947 until 1956. It expresses a spirit of wonder and enthusiasm...just what is needed to bring manufacturing back to the US. Beyond the cost comparisons of the rush to reshore, companies need to consider product innovation to take advantage of evolving markets, automation to make products cost-effective, and localization to make these products attractive to the US consumer. Ms. Coat

## **Silicon Valley Mixer: Reshoring**

<http://www.youtube.com/watch?v=UVyjNOZghog>

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## **Event Appearances**

### **China Sourcing Workshops**

Global Supply Chain University

### **Reshoring: Bring Manufacturing Back**

Supply Chain Management Institute

### **Global Manufacturing Strategy**

Graduate School of Business

### **The Rise of Chinese Consumerism**

Bloomberg Conference on Private Equity in China

### **Keynote: Survival Rules for Sourcing and Manufacturing in China**

Supply Chain Management Institute

### **Reshoring America**

DingDing TV Innovation Series

### **Your Career in Global Business**

Management Speaker Series

### **China Sourcing - What You Need To Know**

IEEE Conference

### **What You Need to Know About China**

Financial Leaders Seminar - UHY

### **Reshoring - Building Enthusiasm for Bringing Manufacturing Back**

Supply Chain Management Institute Fall Forum

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## **Education**

**University of San Diego**  
MBA Finance and Statistics

**Arizona State University**  
Bachelor of Science Business Logistics

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## **Accomplishments**

### **Consultant to Manufacturers for 25 years**

Ms. Coates has been a Global Supply Chain consultant for over 25 years, helping companies with their manufacturing strategies. Now she is helping companies Reshore. Ms. Coates has helped over 80 global clients with their business strategies

### **Author**

Ms. Coates is the Author of 3 business books, including a Best Seller on Amazon.com

### **Licensed US Customs Broker (Homeland Security)**

Ms. Coates is licensed to assist in commercial importing

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## **Testimonials**

### **Tex Texin**

I have heard Rosemary Coates speak several times. She is always entertaining and keeps the audience engaged. Her talks are very informative

### **Joel Sutherland**

Rosemary is a popular speaker and contributor to the Supply Chain Management Institute events. She is always high-energy, entertaining and educational, and always receives excellent speaker reviews

### **Greg Stein**

"When does 1+1 = thousands of great insights and best practices? The answer is in "42 Rules". The superb collaboration of two Field Service experts with contributions from their considerable network of experts has produced a definitive guidebook on on how to deliver what Customers want and competitors overlook. Keep this book close by as you'll want to reference it often."

### **Brian Dietmeyer**

Rosemary is not only the consummate professional and uber smart, she is a really good person who I trust and admire. She has a work ethic that is second to very few and has a drive to do world class work in anything she touches!

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