

Rosemary Coates

President at Blue Silk Consulting

Los Gatos, CA, US

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

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."

Availability

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

Industry Expertise

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

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

Affiliations

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

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>

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

Education

University of San Diego
MBA Finance and Statistics

Arizona State University
Bachelor of Science Business Logistics

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

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 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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