



## Rosemary Coates

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## Summary

Ms. Coates is the President of Blue Silk Consulting. She is a seasoned executive with an MBA and 35 years of experience in Supply Chain Management, Manufacturing, Project Management, and ERP Systems Implementation Consulting.

Ms. Coates has consulted with global and domestic clients on systems and processes. She has considerable international experience and has worked for extended periods in Asia and Europe.

She has extensive knowledge and experience in manufacturing and outsourcing in China. She has authored five supply chain books (including an Amazon.com Best Seller book): ***42 Rules for Sourcing and Manufacturing in China; Negotiation Blueprinting for Buyers; 42 Rules for Superior Field Service; Reshoring Guidebook; and Legal Blacksmith.***

## Legal Cases

As an Expert Witness, Ms. Coates has:

- Assisted attorneys in their understanding of relevant supply chain operations and practices in sourcing, logistics, distribution, manufacturing, inventory and import/export trade compliance, and systems implementations
- Written expert reports and research briefs
- Testified in depositions, arbitrations, and trials
  
- Opined on:
  - China Sourcing and Manufacturing
  - Counterfeit Imports
  - Chinese Products: Electronics, Toys, Apparel, Plastics, Automotive
  - Global Manufacturing Operations, Contract Manufacturing, CMS, EMS
  - Procurement Processes and Contracts
  - Transportation and Logistics, 3PLs and Freight Forwarders, Freight Shipping, Warehousing
  - Outsourcing – Business Process and Technology
  - Forecasting and Planning
  - Import/Export Management
  - Import Tariffs
  - Securities related to Supply Chain
  - Distribution Channels and Compensation
  - Supply Contracts
  - Inventory Tax
  - Eminent Domain
  - Project Management for Enterprise Software ERP Systems – SAP, Oracle and others including Trade Compliance in Cross-Border Shipping
  - ERP Software Consulting Implementation Failures and Runaway Projects

## Representative Business Accomplishments

- As the **President and Founder of Blue Silk Consulting (Silicon Valley, CA)**, is responsible for selling and delivering Supply Chain, Project Management and Business Process Reengineering consulting. Ms. Coates is an expert in sourcing and manufacturing in China and in global supply chain matters including cross-border shipments and software. Ms. Coates is also the **Executive Director of the Reshoring Institute**, a 501c3 non-profit research organization assisting companies with global manufacturing strategies
- As **Senior Director, SAP America (Palo Alto, CA)**, was responsible for managing business consulting and implementation teams for SAP's Fortune Global 50 accounts. Member of evaluation team for failed SAP implementations, helping to get projects back on track. Clients included Oil & Gas, Aerospace and Defense, High Technology, Industrial Products and Retail.
- As the **National Supply Chain Practice Leader at Answerthink Consulting Group (Miami, FL)**, initiated and grew the Supply Chain practice to include management consulting solutions and ERP software integration. Supply Chain included Forecasting and Planning, Manufacturing, Inventory Management, Warehousing, Import / Export Trade Management, Logistics and Transportation.
- As **Senior Manager at KPMG Peat Marwick (Chicago, IL)**, led the US West Coast National Logistics Practice. Delivered consulting engagements throughout the world, including a 5-month project in Seoul, Korea. She was a member of the Global Supply Chain SWAT team, developing approaches and addressing the needs of global 500 clients.
- As a **Regional Logistics Manager at Hewlett-Packard (Palo Alto, CA)**, was responsible for internal Global Supply Chain and Logistics consulting at 17 HP divisions. Acted as a representative for corporate policies and programs as well as a project leader and coach for innovative projects in supply chain, channel distribution and trade compliance.
- As **Materials and Transportation Manager at Cubic Corporation (San Diego, CA)**, was responsible for managing production inventories, Shipping and Receiving and the transportation of inbound raw materials and finished products shipped to commercial and Department of Defense customers.

## Education

- MBA with concentration in Finance and Operations Management from University of San Diego Graduate School of Business
- Bachelor of Science in Business Logistics from Arizona State University WP Carey School of Business

## Credentials, Certifications

**Licensed United States Customs Broker** and an **Area Response Designee**, US Department of Transportation and Federal Emergency Management Agency.

Credentialed **Adjunct Professor of Business**, California Colleges and Universities. Has taught:

- Global Supply Chain Strategies and Architectures
- Management and Supervision
- Supply Chain Management
- Logistics and Distribution
- Statistical Analysis and Decision Making
- World Class Manufacturing
- International Business Management
- Importing and Exporting

Ms. Coates currently teaches Supply Chain Architecture at the **University of California Berkeley**. She has lectured at the **Drucker School of Management at Claremont University**, the **University of San Diego**, **Arizona State University**, and **St. Louis University**. Additionally, she has taught Management and Supply Chain courses on-site at many Silicon Valley companies. She also presents public workshops on Sourcing and Manufacturing in China (in the US and Asia), Reshoring, and Strategic Negotiations for Industrial Buyers.

Ms. Coates is a Board Member at the **University of San Diego Supply Chain Institute**. She is active in the **Council of Supply Chain Management Professionals**, the **Institute for Supply Management**. She frequently speaks at conferences and seminars. She is a member of **Asia Society**, **IEEE of Silicon Valley** and a Past Board Member of **Asia America Management Association** of Silicon Valley. She is an active coach, mentor and blogger on **Supply Chain Management Review**, and **Blue Silk Consulting**.

Ms. Coates is a member of **Reuter's Insight**, a Community of Experts; and **Gerson Lehrman Group** Experts where she consults on Supply Chain matters.

## Published and Presented

Ms. Coates has published and presented at many forums and for print medium.

- Book: **42 Rules for Sourcing and Manufacturing in China** – Best Seller at [www.Amazon.com](http://www.Amazon.com)
- Book: **Negotiation Blueprinting for Buyers** – [available at www.Amazon.com](http://www.Amazon.com)
- Book: **42 Rules for Superior Field Service** [available at www.Amazon.com](http://www.Amazon.com)
- Book: **The Reshoring Guidebook** – [available at www.Amazon.com](http://www.Amazon.com)
- Book: **Legal Blacksmith-How To Avoid and Defend Supply Chain Disputes** – available at [www.Amazon.com](http://www.Amazon.com)

## Selected Presentations and Articles

- Asian-American Society & DingDing TV October 2021 “*Global Supply Chain Gridlock*”
- Internet Retailers Conference Salt Lake City, Utah, October 2021 “*Global Supply Chains in Chaos*”
- Aluminum Extruders Conference, Sept 2021 “*The New Dawn of Manufacturing*”
- Manufacturer's Alliance for Productivity and Innovation (MAPI) June 2021 “*Rethinking Reshoring During Supply Chain Disruptions*”
- MACNY, The Manufacturers Association & The Manufacturers Alliance of New York State, April 2021 “*The Case for Reshoring*”
- Powder & Bulk Solids Conference, February 2021 “*Building Advanced Manufacturing in America – Time to Reshore?*”
- University of San Diego Webcast June 2020 “*Reshoring- The Hottest Trend in Business*”
- International Housewares Show, April 2020 Webcast “*Are There Counterfeits In Your Supply Chain?*”
- Purdue University, February 2020 - Keynote “*It's Time To Bring Manufacturing Back*”
- Manufacturing & Microsoft Technology Conference, May, 2021 keynote “*What Is Your Global Manufacturing Strategy? Is It Time To Reshore?*”
- Lexology Webinar, March, 2021 “*Counterfeiting: Understanding the Landscape and Mitigating Revenue Erosion*”
- Utica Downstream Oil & Gas Conference Feb, 2021 Keynote “*Reshoring in American Oil & Gas*”
- Manufacturing Leadership Journal – National Association of Manufacturers, Feb, 2021 “*Leaving China – It's Not That Easy*”

- London School of Economics Business Review  
"Reshoring In the Age of Coronavirus: Beware of Hurdles Leaving China"
- Purdue University Lafayette, Indiana, Feb, 2020 Keynote "It's Time To Bring Manufacturing Back To America"
- Lehigh University Center for Supply Chain Research, Bethlehem, PA, Nov, 2019  
"It's Time Evaluate Your Global Manufacturing Strategy"
- Industry of Things World USA, Boston, MA Nov, 2019  
"It's Time To Bring Manufacturing Back To America"
- IEEE and Consultants Network of Silicon Valley Oct, 2019  
"How Counterfeits Can Be Found and Eliminated"
- WESTEC Sept, 2019  
"The New Dawn of American Manufacturing"
- ALMA International June, 2019  
"*Global Trade Wars – Be Prepared*"
- Association of Manufacturers Bay Area Summit April 2019 - Keynote  
"Measuring Your Total Cost – How Can Automation Make U.S. Manufacturing Competitive? "
- Aerotech Americas, March 2019 - Keynote  
"*What Is Your Import Tariff Strategy?*"
- Robotics Business Review January, 2019  
"4 Considerations for Western Companies That Want to Leave China"
- Apparel Magazine September, 2018  
"What's Your Apparel and Footwear Tariff Strategy?"
- CEOWORLD Magazine – September, 2018  
"What's Your Import Tariff Strategy? "
- Supply Chain Executive Roundtable, San Jose, CA, September, 2018  
"*Tariffs and Taxes – What's Next for Manufacturing?*"
- Logistics Management Magazine – August 1, 2018  
"Cargo Insurance: Protecting Against Risk"
- Supply Chain Executive Roundtable, San Jose, CA, September, 2018  
"*Tariffs and Taxes – What's Next for Manufacturing?*"
- Apparel Magazine – September 11, 2018  
"*What's Your Apparel and Footwear Tariff Strategy?*"
- Logistics Management Magazine – August 1, 2018  
"*Cargo Insurance: Protecting against risk*"
- Council of Supply Chain Management, September, 2018  
"What's Next for Global Supply Chain?" Predictions Panel
- World Congress Contract Management 2018, Cleveland, OH, July 2018  
"*Avoiding, Defending, and Managing High-Stakes Supply Chain Disputes*"
- 2018 SVCTBA Smart City Conference, Silicon Valley, CA. May, 2018 Keynote Address  
"*Global Manufacturing Strategy/Industry 4.0*"
- IEEE of Silicon Valley, April 2018, San Jose, CA, April 2018,  
"Protecting Your IP in Global Manufacturing"
- Convergence 2018, St. Louis, CA, March 2018, Keynote Address:

"The Past, Present and Future of the Global Supply Chains"

- Oracle Users' Conference, San Jose, CA, Jan 2018, Keynote Address:  
"Manufacturing 4.0 – It's Time to Bring Manufacturing Back to America"
- Government Contract Management Symposium, Arlington, VA, Dec, 2017, Keynote Address:  
"Avoiding, Defending, and Managing High Stakes Supply Chain Disputes"
- American Manufacturing Strategies Summit, San Diego, CA, Oct, 2017: Keynote Address:  
"It's Time To Bring Manufacturing Back to America"
- Retail Global, Las Vegas, NV, Sept, 2017, Keynote Address: "*Time To Bring Manufacturing Back To America*"
- MD&M East, New York, NY, June 2017, Keynote Address: "*How To Navigate Reshoring*"
- Texas Economic Development Council 2017 Mid-Year Conference, Dallas, TX, June 2017, Keynote Address: "*How Changes in NAFTA Will Affect Manufacturing in America*"
- CSCMP San Francisco Round Table, San Mateo, CA, May, 2017, Presentation: "*All About Automation In Reshoring Manufacturing*"
- Molding 2017, Charlotte, NC, April, 2017, Keynote Address: "*It's Time To Bring Manufacturing Back To America*"
- NextFlex Flexible Hybrid Manufacturing Institute, San Jose, CA, March, 2017, Keynote Address: "*Case Studies In Reshoring*"
- Peter Drucker Business School- Claremont Graduate University, Claremont, CA, March, 2017, "*Global Manufacturing Strategy*"
- ALMA International Symposium & Expo, Las Vegas, NV, January, 2017, Keynote Address: "*It's Time To Bring Manufacturing Back To America*"
- Brownsville Economic Development Council, Brownsville, TX, December 2016, Keynote Address: "*The Urgent Need To Reshore - Why America Must Rebuild*"
- AWMI Annual Conference, Orlando, FL, November, 2016 "*The Urgent Need to Reshore Manufacturing*"
- The Assembly Show, Chicago, IL, October, 2016 "*The Urgent Need to Reshore Manufacturing*"
- Emerging and Frontier Markets Association, Washington DC, October, 2016 "*Legal Blacksmith – How to Avoid and Defend Supply Chain Disputes*"
- St. Louis Economic Development Council, St. Louis, MO, October, 2016 Keynote Address: "*The Urgent Need to Reshore Manufacturing*"
- Supply Chain Tech Conference, Chicago, IL June, 2016 "*Legal Blacksmith – How to Avoid and Defend Supply Chain Disputes*"
- Manufacturers' Summit of the Inland Empire, Ontario, CA, April, 2016, Keynote Address: "*The Urgent Need to Reshore*"

Ms. Coates writes a monthly column for **Supply Chain Management Review** <https://www.scmr.com/>

She is also a host of the Podcast "**Women and Manufacturing**" <https://womenandmfg.com/wam-hosts/>