



Stifel Capital Markets is pleased to announce:

It's Time To Bring Manufacturing Back to America

Featuring:

Rosemary Coates - Executive Director of the Reshoring Institute



Thursday, March 24th, 2016 | 11:00 a.m. ET

Moderated By: John Larkin, CFA – Stifel Transportation Analyst

Topics to Be Discussed:

Reshoring is more than a fad or the latest catch phrase in business. More than half of American companies over \$1 billion in revenues say they are reshoring now or considering it.

Walmart has made a significant impact by pledging \$250 billion over 10 years to buy goods made in America. The Walmart US Manufacturing Initiative is driving investment in all types of manufacturing including plastics, small motors and other products that will have spill-over applications in other industries. Other retailers are following Walmart with their own initiatives.

Consumers are now seeking out products that are made in America. There is a general perception that products made in America are higher quality and more reliable. Surveys indicate that consumers are willing to pay 10-12% more for products made in America.

State, local and federal government are supporting efforts to bring manufacturing back. They are offering tax and investment incentives. Federal government passed the 2014 Revitalize American Manufacturing Act which established research and development facilities for advanced manufacturing.

We are not returning to 1950s manufacturing. Today's manufacturing is far more likely to be clean, automated and full of robots, 3D printing and 5-axis milling.

Leaving a foreign location can be very difficult. Company executives should be wary of oversimplifying the exit process from a foreign country. There may be exit permits required, buy-outs of employment contracts, wait time and you may have to leave molds and tools and process IP behind.

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