

MaryPaul Yates

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Business savvy, creative, articulate design professional with over 20 years experience providing creative direction and strategic expertise to design-focused, product-based clients. Pioneer of innovative, untapped materials; trailblazer of new product areas and initial market entries. Active educator through college teaching, mentoring, authoring CEU programs and reference volumes. Recognized for contributions to design education while consistently delivering innovative, market-driven design solutions that increase revenues and build brand value.

Expertise

Creative Direction, Design, Color, Product Styling and Development

- Create exciting, saleable products that establish competitive advantage and cement brand identity.
- Achieve fertile collaborations between production and creative counterparts in line with manufacturers' capabilities, limitations, and goals.
- Shepherd new resource partnerships and manage enduring supplier relationships, both foreign and domestic.
- Organize and motivate development teams to meet project requirements and deadlines.
- Establish and manage development budgets.
- Accomplish timely implementations through design, development, testing, receiving, and sampling

Management, Marketing, and Sales

- Manage select target accounts, call on key accounts for market research, new product launches, sales team training, and private-label/custom product development.
- Lead sales teams in cultivation of target market areas and product categories.
- Coach upper management on product-focused innovation strategies and alliance opportunities.
- Develop product-specific training programs for sales teams through in-person, web-based, and written presentations.
- Develop written marketing and business plans.
- Motivate, manage, and retain teams of talented designers and virtual partners through clear communication and collaboration.
- Oversee advertising, corporate graphic identity development, and product display for showrooms.

Sustainable Initiatives

- *A Guide to Sustainable Fabric Assessment*: (draft in progress) author.
- "ACT Green Glossary," editor, contributing writer, Association for Contract Textiles website (www.contracttextiles.org), 2003.
- Fabric Sustainability Standard (NSF 336.) Active member of task group to Joint Committee that established this groundbreaking initiative.
- Dedicated to developing environmentally intelligent products and business models throughout career.

Primary Products & Markets

- Upholstery, drapery, and wallcovering fabric; yarns; rugs; upholstered furniture; surface materials and finishes.
- Interior furnishings, decorator/designer trade, high-end retail, and contract architectural and design community.

Key Positions Held

Yates Design Inc., Founder, Principal . (1988--)
Provides design, sourcing, marketing, and sales consulting for the interior furnishings market.
(see select Client List below)

Maverick Group, division of Yates Weisgal Inc., Co-Founder, Principal (1991-2004)
Boutique manufacturer of primarily domestically-produced novelty woven upholstery fabrics.

Color Association of the US, member, Interior/Environmental Forecasting Committee (1986--)

Maharam, Director of Design (1983-88)
Fabric wholesaler, specializing in all contract market end uses.

American Silk Mills Corp., *Cheney Brothers, Inc.* (divisions of *Gerli & Co.*), Director of Design. (1981-83)
Weaver of silk and other fine fabrics for interior furnishings and apparel.

Jeffery Aronoff Inc., handweaver, studio manager, sourcing scout (1979-81)

College Teaching

University of Georgia, Adjunct Instructor,
Interior Design (2017)
Fabric Design (2016-2017)

Parsons School of Design, Adjunct Instructor,
Interior Design (2014--)
Textile Design (1988 – 1992)

New York School of Interior Design, Adjunct Lecturer, "Materials" class (Spring 2011--)

Savannah College of Art and Design, External Reviewer, Fibers Department (October 2012)

Fashion Institute of Technology, State University of New York, Adjunct Instructor, Textile Design (1985)

Hunter College, City University of New York, Adjunct Instructor, Mathematics (1978-82)

Publications

Textiles for Residential and Commercial Interiors, revising author, 5th edition, **Fairchild Books**, in progress.

"FAQs" (Frequently Asked questions,) contributing writer. www.contracttextiles.org

"ACT Green Glossary," contributing writer. www.contracttextiles.org, 2003.

Fabrics: A Guide for Interior Designers and Architects, author,
W.W. Norton, 2002. Revision in progress.
<http://books.wwnorton.com/books/detail.aspx?ID=9627>

Soft Surfaces, technical consultant, contributing writer ("Notes on Fabric" pp. 11-12.)
Judy Juracek, author. W.W. Norton, 2000.

"Pacific Inspiration: The Textiles of Glen Kaufman," author.
American Craft, August / September 1991, Vol. 51/No. 4., pp. 40-45

Textiles, A Handbook for Designers, author,
First edition: Simon and Schuster/Prentice Hall Press, 1986.
Revised edition: W.W.Norton, 1995.
<http://books.wwnorton.com/books/detail.aspx?ID=9557>

Awards

ASID Education Foundation Joel Polsky Prize (2003)

Who's Who in America, 54th and later edition (2000--)
48th and later editions, index section, (1993--1999)

Who's Who in Interior Design, 1994 and later editions

Who's Who in the East, 22nd and later editions, (1988--)

"Best of Neocon" Gold Award, *Balance Collection*, Bernhardt Textiles, 1997

IBD Bronze Award for Health Care Fabric Design, Tanatex Mills (1986)

Roscoe Award for Rug Collection, Production Assistant, China Seas, Inc.

CotyAward: Men's Accessories, Asst Designer, Jeffrey Aronoff Inc. (1980)

Ford Foundation Research Grant in painting (1976)

E.B. Furgatch Memorial Scholarship in painting (1976)

Syracuse University Art Competitive Scholarship (1975-77)

Lectures

Numerous lectures and training seminars to textile and furniture company audiences (1980--)

ASID National Interiors '06 conference, Nashville, (March 2006) Lecture, *Fabrics for Interiors*

Int'l Window Coverings Expo, Tampa, FL (March 2006)
Lectures: *Fabrics for Interiors* and *Color and Fabric Innovations*

Lambuth University, Tenth West Tennessee Designers Showhouse, Jackson, TN,
Keynote Lecture, (April 2005)
ASID National Interiors '05 conference, San Diego, (March 2005)
Lecture, *Designing with Fabrics: a Survival Guide to Specifications*.
ASID Tennessee Chapter, Lecture, (February 2005)
Neocon, NeoconEast, *A Survival Guide to Specifying Fabrics*,
Moderator, Panel Discussion presented by ACT (Nov'04 & June 2005)
Westweek, *Inspiration to Innovation*, Talk, booksigning, presented by Peter Lang (March 2004)
Savannah College of Art and Design, Working Class Program.
Symposium, professional practices textile arts. (Jan 2004)
Neocon, NeoconEast, *Looking Outside the Box*,
Moderator, Panel Discussions presented by ACT (Nov'03 & June 2004)
University of Georgia, Lamar Dodd School of Art. Lecture. (Sept 2003)
American Paper Institute, Color/Design Workshop. Lecture/Panel discussion. (May 1992, May 1997)
IDCNY, Color Day, Panel Discussion. (March 1991)
Clemson University, Upholstery Fabric Conference. Lecture. (October 1989, November 1999 & 2000)
Philadelphia College of Textiles & Science, TECS '88, TECS '89 Conferences. Lecture/Seminar. (May 88, 89)
American Association of Textile Chemists and Colorists (AATCC),
Printing Symposium. Lecture. (April 1988)
International Textile Fair '87 Kyoto (Japan)/ World Textile Conference. Lecture. (November 1987)
North Carolina State University, School of Textiles. Lecture. (February 1988)
American Society of Interior Designers (ASID) Career Day, Mid Atlantic region. Lecture. (October 1986)
Royal College of Art, London, England. Workshop and critique of students' work. (December 1985)
Syracuse University, Department of Textile Arts.
Lecture, workshop, and critique of students' work. (April 1983)
Fashion Institute of Technology, Department of Textile Design.
Lectures, Portfolio Review. (Springs 1979-1995)

Exhibitions

MaryPaul Yates: *Fabric Design*, Knox Gallery, Monterey Library, Monterey, MA (2013)
Material Beginnings: Illusion, Inspiration and Realization, Textile Design,
Decorative Fabrics Association, D & D Building, New York City, (October 6-15, 1993)
Pacific Design Center, Los Angeles, CA, (March 23-April 1, 1994)
A Visual History of Contract Textiles 1950-1990, Association for Contract Textiles, IDCNY, (1990)
Textiles for the Eighties, Museum of Art, Rhode Island School of Design, Providence, Rhode Island. (1985)
FIT at Forty, The Galleries, Fashion Institute of Technology, New York, New York (1984)

Professional Affiliations

University of Georgia Board of Visitors (2017--)
Association for Contract Textiles (ACT)
 CEU development Committee (2008--)
 Sustainability Committee (2001--)
 Education Committee (2000-2008)
 Industry Standards Committee (1984-87)
ASTM (1999--)
 Textile Committee D13 (1999-2005)
Color Association of the United States (CAUS),
 Interior/Environmental Colors Forecasting Committee (1988--)
Fabric Sustainability Standard NSF 336,
 Scope/Purpose Task Force for Jt Industry Committee (2006-2012)
Fashion Institute of Technology Industry Advisory Board (1985-1995)
Textile Study Group (1984-1995)

Clients of Yates Design Inc. - selected

Fabric Mills

American Silk Mills • Amoco Fiber Company • Armitage Sinclair • Boris Kroll Fabrics • Chatham Fabrics
• Churchville Fabrics • DuPont • Guilford of Maine • Intek • Pacific Weaving • Peter Fasano Fabrics •
Quaker Felt • Samelson • Solintex • Springs Industries • TaiPing Carpets • Theodore Kreimer •
Trenton • Valdese Weavers • Wehra

Fabric Wholesalers

Deepa Fabrics • Knoll Textiles • Momentum Group • Pallas Textiles,
Robert Allen Contract • Rodolph Incorporated • Silverstate/Alaxi

Furniture Manufacturers

Surface Materials, Finishes, Fabrics for:

Baker Furniture • Burton James • Exemplis/SitOnIt • KI • Milling Road •
R. Jones & Associates • Safco * Stylex•

Frame Design, Showroom Styling for : Baker Furniture • Milling Road • Burton James

Education

Fashion Institute of Technology, AAS degree , one-year professional certificate (1979)
Syracuse University, BFA degree, magna cum laude (1977)
University of Georgia, major in drawing and painting (1973-75)
 concentration in fabric design (1978-79)

Work Reviewed and Illustrated (selected)

- "Trend Alert: Spatter" *Elle Décor*, November 2009, p.62
- "Outdoors, in Style" *The New York Times*, House & Home, March 20, 2008, p.F7
- "Waited on, Hand and Foot," *Interior Design*, August 2006, p.90
- "Rodolph," , *Interior Design*, *Neocon Show Daily* 2006, p.58
- "Best of Market," *Furniture Today*, October 2003, p.58
- "Book," *The Age*, May 7, 2003
- "Review," *Houses*, May 2003
- Interior Design Fall Market Tabloid*, October 31, 2002, cover, p. 111
- "Reading List," *Interior Design*, July 2002
- "Pinups," *Interior Design*, May 2202, p.68
- "Oil is Thicker than Blood," *Newsweek*, April 30, 2001, p.31
- "Definitive Style: Sitting Room," *Veranda*, November/December 2000
- "Rite of Passage for Contract Fabrics," *Upholstery Design&Mgmt*, Sept 2000
- Soft Surfaces*, W.W. Norton, 2000, p. 6, 8, 18-22,25, 28,29,35,48,50,60,63-65,70.
- "Luxury Leaders," *Interior Design*, June 1999, p.66
- "Regardez Vous La Recliner," *Traditional Home*, March 1999, p.32
- "No Fabric Like Home," *Contract Design*, October 1998, pp. 40-42
- , *House & Garden*, March 98, p.142
- "Trends, Indeed: Furnishings on the Move, Metropolitan Home, March 1998.
- "Enduring Geometry," *Country Home*, October 1997
- Marketable Aspects of Color*, Strathmore Papers Publication, 1997
- "The Group," *Neocon 97 Show Daily*, June 1997, p.16
- "R Jones," *Interiors & Sources*, May 1997
- "Marketplace," *Contract Design*, November 1996
- "Cubicle Curtain Round-up," *Interiors*, October 1996
- "Healthcare: Momentum," *Contract Design*, October 1996, p. 78
- "Hotline," *Facilities Design&Management*, October 1996
- "Editors' Choice," *Metropolitan Home*, Nov/Dec 1996
- "Country Classics," *Country Living*, November 1996
- "Healthcare Products," *Contract Design*, October 1996
- "The Curtain Rises on Cubicles," *Interior Design*, September 1996, p. 88
- "Style Beat," *House Beautiful*, September 1996
- "Sources of Design," *INTERIOR*, September 1996
- "Hag," *Interiors NEOCON Product Notebook*, June 1996, p.N20
- "Rodolph," *Interior Design*, July 1994, p.90
- "Design News: Silk Lessons," *Interiors*, July 1994, p.82-83
- "Guide to NEOCON: Rodolph," *Interiors*, May 1994, p.82
- "Marketplace: Fight Fire 2," *Contract Design*, May 1994, p.32
- "American Conference 1994," *Haut Decor*, Dec/Jan 1994

(cont'd) Work Reviewed and Illustrated (selected)

- "Hotline," *Facilities Design & Management*, Sept 1993
- "Woven in America," *InteriorDesignMarket*, May 15, 1993
- "Healthcare Products," Healthcare Supplement, *Interior Design*, February 1993, p. S28
- "A Place Just for You," *Woman's Day*, February 2, 1993, pp. 66-67
- "No Mystery to These Patterns," *Home Textiles Today*, May 25, 1992
- "Robert Allen Contract," *Interior Design*, May 1992, p. 230-233
- "Soft Colors, Big Impact," *McCall's*, Feb 1992, pp. 110-112
- "Color for '92/'93," *Interior Design*, November 1991, pp. 146-147
- "Robert Allen Goes Corporate," *InteriorDesign*, Nov 1991, pp. 76-77
- "Split Personalities," *Contract Design*, Oct 1991, p. 30
- "Winter's on the Way," *Washington Home, The Washington Post*, October 24, 1991, pp. 26-27.
- "Color Me What?" *Stylewatch, ColonialHomes*, Oct 1991, pp. 6-7
- "Robert Allen Contract: New Showroom, /New Direction,"
Interior Design Neocon 23 Show Daily, June 1991, P. 6
- "Modern Traditions," *Interiors*, Jan 1991, pp. 42-43
- "Robert Allen Contract," *Interior Design*, NEOCON 23 Show Daily, June 1991
- "Personalities," *Contract Design*, April 1991, p. 88
- "NYU Medical Center," *Interior Design*, November 1990, pp. 188-189
- "The Artful Difference," *Designers West*, May 1990, p. 98
- "Color Line," *Contract*, January 1989, pp. 24-25.
- "Fabric Report," *Interiors*, January 1989, p. 78
- "Healthcare Products Get a Facelift," *Interiors*, July 1988, p. 88
- "Textile Report," *Interiors*, July 1988, p. 80, p. 92
- "Does Trendiness Belong in the Hospital?" *Contract* Feb 88, p. 45
- "Market," *Interior Design*, November 1987
- "Designer's Saturday: Maharam," *Interiors*, September 1987, p. 33
- "Textile Imports," *All Things Considered, National Public Radio*, September 1987
- "Product Design: Getting in on the ACT:
fabric forecasts from designers of the Association for Contract Textiles," *Interiors*, August 1987, p. 152.
- "Books," *Interiors*, June 1987, p. 28.
- "Vertical Ingenuity: A new panel fabric program," *Interiors*, January 1987, p. 98
- "Products: An Artful Approach to Durable Textiles," *Interiors*, July 1986, p. 86
- "Dressing up Jaspé," *Women's Wear Daily*, Nov 9, 1983, p. 45
- "Japanese Genre," *Women's Wear Daily*, Mar 22, 1983, p. 19