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York, Pennsylvania

PJ DELAYE

COO, RoomMates, a division of York Wallcoverings

Industry

Manufacturing

Number of U.S. Employees

250

Exporting Since

1985

www.Yorkwall.com

Since 1895, **York Wallcoverings** has been providing wallpaper from the same factory location in the historic and picturesque Susquehanna Valley of Pennsylvania. Today, York is the oldest and largest wallcovering manufacturer in the United States, creating residential and commercial wallcoverings that can be found worldwide in more than 40 countries. RoomMates, a division of York Wallcoverings that specializes in decorative wall stickers, started exporting its products immediately after its inception in 2006. Both companies export more than a product,” they export “U.S. styling and American home fashion.”

York Wallcoverings employs more than 200 people and credits approximately 20% of its total sales to international trade. As the largest exporter of U.S.-designed and U.S.-manufactured wallcovering products, York Wallcoverings has been a leader due to the strength of its international distributor network. The company’s current largest export market is China, while RoomMates major market is Germany.

“ Like many U.S. companies—even though many may not realize it, our largest market potential is outside the United States. The free movement of goods and services will help us significantly increase opportunities. While our new RoomMates division is experiencing nice growth domestically, the demand for our products overseas is such that exports already contribute to more than 15% (and growing) of the total sales for this division, leading to the creation of jobs here at home, ” says PJ Delaye, COO of RoomMates.