

## SBA Success Story: Graham Solutions and the CargoCatch™



**William Graham, President**

Graham Solutions and the CargoCatch™ started, literally, from the ground up, when William Graham found himself punching holes in garden netting in the parking lot of his apartment complex in San Diego. He was attempting to build a cargo restraint device for his pickup truck. The CargoCatch™ is an innovative solution to pickup truck cargo management. It weighs less than 10 pounds and can be installed and removed in seconds. It requires no drilling or tools and will last a lifetime. Three sizes are available to fit any truck and the CargoCatch™ can be mounted in any part of a truck bed.

Soon after building his first prototype, Graham solicited the help of the Small Business Development and International Trade Center (SBDITC) and worked with consultants Richard Clarke, Esq., a patent attorney, on filing, securing and licensing of a patent; Matt Yubas, a product coach, who helped him with a detailed marketing analysis of his idea; and Wayne Lundbergh, an engineer, who helped him with prototyping, engineering of certain parts for the project, mechanical training, finalizing the design for CargoCatch™.

Graham Solutions has since landed a licensing contract with Pilot Automotive, known under the brand name of “Bully” and a Chinese version of his CargoCatch™ is being offered as “Pac Mule Cargo Holder” available in mass retail distribution. He also continues to make and sell via the internet a “Made in the USA” CargoCatch™. Additionally, his company now provides automotive accessory patent licensing consulting services to fellow entrepreneurs who have innovative product ideas for autos. Additional information on the CargoCatch™ and Bill Graham is available on the Internet at [www.cargocatch.com](http://www.cargocatch.com).