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ARLINGTON, VA BASED FIRM TURNS TRAGEDY INTO TRIUMPH

WASHINGTON - Few people are able to take a tragedy in their lives and use it as inspiration and a springboard to success. Patricia Sands, President and CEO of Spill-Guard, LLC—an Arlington, VA based firm - did just that, when her father suffered a massive stroke that completely paralyzed his left side. He went from being very active, to relying on help to do everything. Sands' father recovered for ten years during which time she played a significant role in his personal care.

As a man who had been previously active, Patricia Sands' father was humiliated by the fact that he required assistance to use the restroom. The massive stroke caused incontinence and he required a tremendous amount of assistance. Ms. Sands soon realized that the options for a man unable to use the bathroom without the aid of someone, are very limited. The traditional urinals leaked; the two piece urinals were extremely difficult to clean; internal catheters caused urinary tract infections and the external catheters caused bedsores and the dreaded "adult diaper" was out of the question.

Sands soon realized that if she were to design a urinal it would have to have a few modifications. With her background in art, she began to explain to her father how she would design the urinal differently. Her father simply said, "I bet you can do it."

From that point, Sands' simple idea turned into sketches and from sketches into several plaster models that she designed in their backyard. In September 2000, after some modifications and consulting with her father, she decided to write a provisional patent on the product.

Finally, after encountering numerous obstacles, including the death of her father in December of 2002, Patricia Sands had her product and a manufacturer and was now ready to structure her business.

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With very little knowledge of business, Patricia Sands began looking for some guidance in the various business aspects. This is when she discovered the Small Business Administration's Women's Business Center. The Women's Business Center assisted Sands extensively, in business plan preparation and enabled her to see the big picture. Sands credits the Women's Business Center with the successful start up and organization of Spill-Guard, LLC. "We are tremendously proud of the hard work and progress Patty Sands has made with her business and are hoping that she will be our first client to become a millionaire! She has a sound product, a wonderful business plan, and the creativity and passion to grow this business into a real force in the marketplace." SBA's Women's Business Centers provide business training and counseling, technical assistance, mentoring and access to the SBA's programs and services for women entrepreneurs.

Now with production in its final stages and a high market demand for her product, Sands is poised for success. "I am focused and acting quickly and confidently on opportunities that unfold," said Sands. Although her father did not live to see the final product, his insight and suggestions were used to perfect Spill-Guard.

"We are delighted that Patricia Sands sought assistance through one of SBA's resource partners," said Joseph Loddio, District Director of SBA's Washington Metropolitan Area District Office. "Small businesses account for more than half of all innovation. Patricia Sands and Spill-Guard are sure to make an innovative mark on the small business world," he added.

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