



ACCELERATING COMMERCIALISATION

Australian company takes US market by storm

Customer Story

Stormseal Industries' innovative heat shrinking tarpaulin is now being manufactured and distributed in the United States.

Stormseal's product allows home owners to return home sooner, reduce insurance costs and enables communities and businesses to recover quicker after a disaster.

The alternative to a tarpaulin this highly cost-effective and versatile product can be used by emergency responders to keep properties safe until repairs are able to commence.

Stormseal is faster, cheaper and easier to install than a tarpaulin, and it is cut to fit at the worksite.

It weighs less than one-third of a comparable size of tarpaulin and requires less than one-eighth of the storage space.

It is heat cured, which increases the strength of the film and allows it to fit snugly to a structure without damaging any underlying materials.

Australian builder turned inventor and Stormseal founder and CEO, Matthew Lennox, credits the Accelerating Commercialisation funding from the Entrepreneurs' Programme for turning his desire to protect hundreds of storm-damaged properties in Australia into a reality.

Stormseal entered the United Kingdom and Europe markets in 2017 and is now in the second year of operation in the United States.

Features

- More than 290 contractors are now trained in the US.
- US Army Corps of Engineers contractors have completed training and will trail Stormseal for the next event.
- Stormseal assisted relief efforts following Hurricane Michael in Panama City and Mexico Beach Florida in October 2018.
- Stormseal protected 3% of suburbs affected by the 2018 December Sydney hail storm.
- Stormseal assisted relief efforts in the Bahamas following Hurricane Dorian in August 2019.



Stormseal produces a neat, tight and snug fit over a damaged roof.

How the Government has helped

Stormseal was awarded a grant of \$452,162 through the Accelerating Commercialisation element of the Entrepreneurs' Programme.

Originally based in NSW, Stormseal now has offices in the USA and UK.

This enabled the company to build a nationally-recognised training program for installation, establish a national logistic operation, complete a Suncorp insurance trial, implement strategies for intellectual property protection, build a web portal, and open international sales channels.

View stormseal.com



Entrepreneurs' Programme

The Entrepreneurs' Programme is the Australian Government's flagship initiative for business competitiveness and productivity.

The [Accelerating Commercialisation](#) element helps small and medium businesses, entrepreneurs and researchers to commercialise novel products, processes and services.

Check your eligibility by visiting the [Entrepreneurs' Programme](#) or call **13 28 46**.

