



# 2007 Existing Business of the Year

**“The Wichita State University’s Kansas Small Business Development Center has assisted A Box 4 U in focusing our efforts through strategic planning and value chain analysis studies. Frank and the KSBDC staff have guided us through these processes in order to aid our people in determining the right courses of action for our business and its future. Their support has been extremely advantageous, helping us be out in front of our fast growing business.”**

**Jeff Lange, Owner**



**Wichita State University  
Kansas Small Business  
Development Center**

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Name of Business	A Box 4 U
Owner	Jeff Lange
Nature of Business	Storage Solutions
City	Wichita
County	Sedgwick
Phone	316 - 554 - 9000
Web Site	<a href="http://www.abox4u.net">www.abox4u.net</a>
Business Structure	LLC
Business Began	1998
Employees at Start Up	3
Employees in 2007	13
Sales in 2006	\$1,329,000
2007 Sales Forecast	\$1,800,000
Start Up Capital	\$20,000
Source of Initial Capital	Self
KSBDC Counselor	Frank Choriego

Jeff Lange embodies the spirit of the Kansas Entrepreneur. A native Kansan, Jeff first learned the excitement and perils of owning a business by growing up with a family farm business. Jeff’s next experience came when he pursued a career in real estate and eventually opened Lange Real Estate.

In 1998, he and a partner entered the storage business. A few years later, he bought out his partner to become the sole owner of A Box 4 U, a company that initially focused on providing temporary and mobile storage solutions for merchants, contractors and homeowners.

**Be more determined than anyone you know. Owning your own business means you can not spend your profits. Instead, reinvest in your operation. Keep your priorities straight: God, family, business.”**

Jeff and his team focused on customer service and quality products that eventually developed a loyal and sustainable client following. Jeff noticed a need within the petrochemical industry, specifically oil refineries, to have blast resistant storage and people oriented facilities that could be mobile and affordable. Now, A Box 4 U provides the only independent laboratory tested and certified blast resistant units. In addition, other industries that have a need for safety and protection against blasts and explosions have found the service and quality provided by A Box 4 U to be invaluable.

“The biggest reason I got involved in this business was the intrigue of what all could be created by and with a simple box,” Jeff told the *Business and Industry Connection* magazine. He learned that finding and meeting needs with a simple box could create significant business success.