

CASE STUDY

A LASTING, GROWING PARTNERSHIP

After 15-year Relationship, Using Victory Packaging for New Location a 'No-Brainer'

WHEN DN VAN LINES, A MIDSIZED MOVING COMPANY WITH LOCATIONS IN MASSACHUSETTS AND FLORIDA, WAS READY TO OPEN A THIRD LOCATION IN VIRGINIA, IT KNEW THAT IT COULD DEPEND ON VICTORY PACKAGING TO DELIVER THE NECESSARY MOVING EQUIPMENT AND PACKING SUPPLIES FOR A SEAMLESS OPENING.

Over the previous 15 years, this company owner had worked directly with two Victory Packaging sales representatives, their original rep and his son, to sustainably grow the business from one truck and three employees to 70 trucks and 150 employees.

With a strong customer base with the Department of Defense as well as O&I, national and international moving and storage, DN Van Lines needed reliable equipment delivery and service.

Without even considering shopping around, DN Van Lines' owner knew that his sales representative, Ryan, and the rest of Victory Packaging would be the ones to help him bring the Virginia location online.

DN Van Lines' owner specifically cited Victory Packaging's nationwide presence and great attention to nurturing personal relationships as reasons why we could help connect his locations and cement the company's East coast presence.

Victory Packaging's one-stop-shop mentality for moving and storage equipment and packing supplies allowed DN Van Lines to open its Virginia location and optimize purchasing power across all three locations seamlessly.



CHALLENGE

DN Van Lines, a long-time customer with locations in Massachusetts and Florida, was ready to open a third location in Virginia.

DIFFICULTIES

The company needed a seamless solution that allowed them to connect all three locations' product availability without sacrificing service or product quality.

SOLUTION

Based on a 15-year relationship, DN Van Lines knew that Victory Packaging could leverage its national presence and high customer care to deliver moving equipment and packing supplies to the new location without any delay or additional stress.