



# ZENVANZ

## Our Story

We are Bryan+Jen Danger, a couple who broke away from the daily grind years ago to live a life focused on happiness and simple/nomadic living. As a part of our nomadic lifestyle we built out a campervan simply to facilitate our own travels, summers spent on the coast of Baja and/or winters spent chasing snow from mountain to mountain in the Canadian Rockies. We travelled extensively by van as we sought out wilderness and adventure.

Our lifestyle eventually led to starting ZENVANZ, where we create campervan conversions that are both rugged and beautiful. We supply our clients with DIY Campervan Conversion Kits built from aluminum and bamboo so that they can tackle a DIY campervan conversion on their own and save money via “sweat equity”.

ZENVANZ also takes on a few full/custom builds a year where we do all the work for those clients who simply don't have the time or lack the comfort/confidence with all the projects needed to build (or manage a build) on their own.

## Our Concept

We didn't realize at the time that we were designing a "product", merely that we were trying to build our own perfect four-season overland campervan.

ZENVANZ was created simply because the interest others showed in our van, and the basic concept was to simply recreate what we had done in our van, and to employ the designs and principals we had used, tested, revised and perfected over 7 years of living and traveling full time in vans.

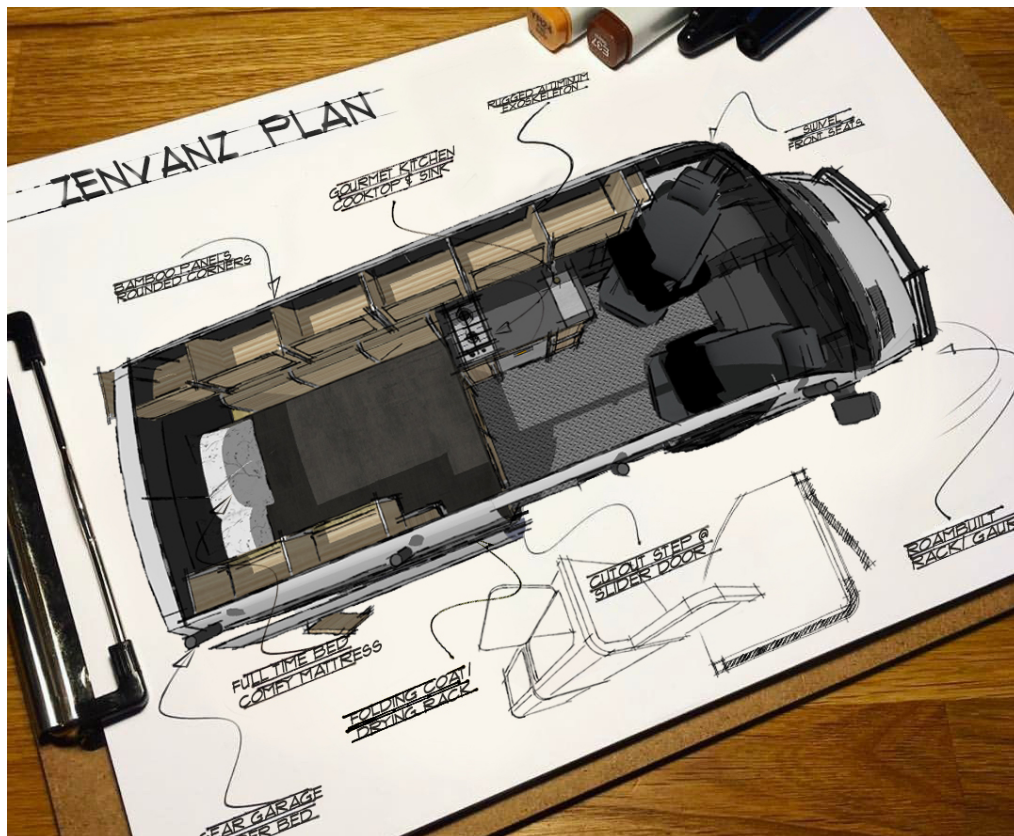
Our modular DIY kit was designed and built to be not only of the highest quality materials and finishes (to hold up to the rigors and elements of vanlife), but was also reverse engineered to simply bolt into existing factory holes so that anyone could do the install on their own and with limited tools. We had learned from our earlier builds the value of making our builds modular so that they could be easily removed, updated, upgraded or changed over time based upon the needs of specific trips or even to return it to a workvan/daily driver as needed.

Our business was founded on the idea of creating the perfect partnership between a designer who has 7years experience living/traveling in and building out vans and the experience of a professional general contractor... and those skillsets still allow us to meet the needs of our clients from both sides of the coin - whether a client is handing a van over to us for a full/ custom build or whether they want to use our DIY kit to tackle the project themselves, save money and use our experience as more of a "coaching" role.

The upfront work of reverse engineering the design allowed a fairly simply transition into making DIY kits for others as we could simply remove the kit from our van as needed for measurements and refinements and then bolt it back in before taking off for another adventure.

All of our research on systems and what was best for a RV/campervan build kept coming back to the feeling that current van builders in the industry were “recreating the wheel”. It seemed to us that most of these issues had not only been solved before but had been mostly perfected by boat designers long ago.

We use almost exclusively products designed for the harsh environment of a boat at sea and designed our own products to survive the same environment. Our personal van build often got coined “the land yacht” by those who saw it and when we started ZENVANZ we had the chance to set a very high bar in terms of only using those materials and systems that we had proven to work and sustain in all four seasons over years of adventure and abuse offroad.



## Our Balance

Thus far, we are simply trying to keep up with demand while also maintaining our own personal goals of living for happiness, adventure and travel - Balance is and remains a very large focus on a daily basis.

We met many other van builders at events both before and after our launch, and while most got into the industry out of a love for travel; they also describe how they haven't been on a major trip or left the shop ever since. We vowed to ourselves that wouldn't be the case.

The beauty of starting a lifestyle business based solely around following your own passion is that you tend to attract those that not only have similar goals but also completely understand your desire and drive to find that "live/work balance" that we're all seeking.

The last year and a half since our launch event at Overland Expo has been an experiment in how to run a business that refuses to cut corners or



deliver anything less than the highest quality materials/craftsmanship (and hopefully experience) to our clients; but also doing so without being willing to give up the personal lifestyle that we have worked so hard to create/achieve over the years.

The business is somehow continuing to thrive, almost despite ourselves (our own travels and attention/focus on other things) and we have spent the last year refining our sources, our processes and our partners.

We are 100% committed to living the life we set out to live; which is focused on freedom, simple and nomadic living, nature and adventure, and the business feeds those goals and feeds our passion (rather than feeling like “work”).



## Our Future

Our goal moving forward to stay in that sweet spot of remaining a small company, focused on a product we all believe in and are proud of, and to find/work with clients who share our drive.

All sales and custom conversations/designs are started through one on one communication with me personally, and honestly we like it that way. It's the area of the business where we still get to communicate with others who share our goals and passions, where we can help provide insight from our years on the road and from our multiple lifestyle changes, and allows us to determine a good fit between us and our clients. It's something we don't really have a desire to change or automate, and something allowed by not making business decisions by financially driven goals.

We are currently moving into a new/larger shop facility and building out our tools and partners to allow more diversity in our products, the goal being to meet the needs of our clients with more custom layouts/designs and a wider array of van models/sizes.

We are humbled and honored by the constant stream of communication from those interested in our products/services and are looking forward to what the future holds.

