



# The Clubhouse Connection

ISSUE: 1  
FEBRUARY 2020  
WELCOME TO  
THE  
CLUBHOUSE  
FAMILY

- CYPRESS-FAIRBANKS ISD HIGH SCHOOLS
- KELLER HIGH SCHOOL
- VANDEGRIFT HIGH SCHOOL
- PFLUGERVILLE CONNALLY HIGH SCHOOL
- HAYS JOHNSON HIGH SCHOOL
- HAYS LEHMAN HIGH SCHOOL
- EDMOND SANTA FE HIGH SCHOOL
- PORTER HIGH SCHOOL
- NEW CANEY HIGH SCHOOL
- OAK RIDGE HIGH SCHOOL
- VAN BUREN HIGH SCHOOL
- WYLIE HIGH SCHOOL



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## The Clubhouse Prominently Displayed at Midwest Clinic

In December, Clubhouse Trailer Company proudly exhibited at the annual Midwest Clinic International Band and Orchestra Conference in Chicago, Illinois. The Midwest Clinic is recognized as the largest gathering of music professionals in the world, bringing together 18,000 attendees from all 50 states and more than 30 countries. 2019 marked the 73rd year of the event, which offered various clinics, exhibits and access to music and teaching icons, while focusing on business, industry trends and future topics in music education.

"It is an honor for The Clubhouse to participate in the 73rd Midwest Clinic," said Drew Taylor, Vice President of Operations for Clubhouse Trailer. "We were delighted to feature the Edmond Santa Fe Band trailer at our booth, bringing well-deserved attention to one of our hometown bands." The Edmond Santa Fe High School Band's trailer was a Clubhouse project completed in August 2019.

"We were excited to share our trailer at the Midwest Clinic," said Sarah Neely, Director of Bands at Santa Fe High School. "The Santa Fe Band has appreciated the partnership and support we've had working with Clubhouse Trailers. Their team is thoughtful, helpful and customer-focused. The innovative features that they have incorporated into our custom trailer are incredible, and made transporting our band unbelievably easy."

## Clubhouse Trailer Named #1 in OKC Chamber's Metro 50 Awards

Clubhouse Trailer Company was named #1 in the Greater Oklahoma City Chamber's annual Metro 50 Awards. The accolade ranked 50 of central Oklahoma's fastest-growing, privately-held companies based on their percentage of annual growth between 2016 and 2018. Qualified companies were required to have revenues of at least \$1 million for 2018. The final rankings were revealed at a gala on Monday, Sept. 23, at the National Cowboy & Western Heritage Museum.



"The Clubhouse feels incredibly honored to be considered in the list of powerful brands in Oklahoma City," says Drew Taylor, co-founder. "The spirit of innovation that is alive and well in Oklahoma City is evident within The Clubhouse and the solutions we create. Small and medium businesses are the backbone of the economy, and we are proud to show to the rest of the country, through our projects, the greatness of what 'Made in Oklahoma' means."

"The trailers that roll out of The Clubhouse represent the band program, school, great kids and the communities in which they park," says Jeff Hadley, co-founder. "Our projects demonstrate a school's ability to extend their brand well beyond their students, faculty, administration and parents. A Clubhouse trailer carries not only band instruments, uniforms, and equipment, but the pride of an entire community as well."

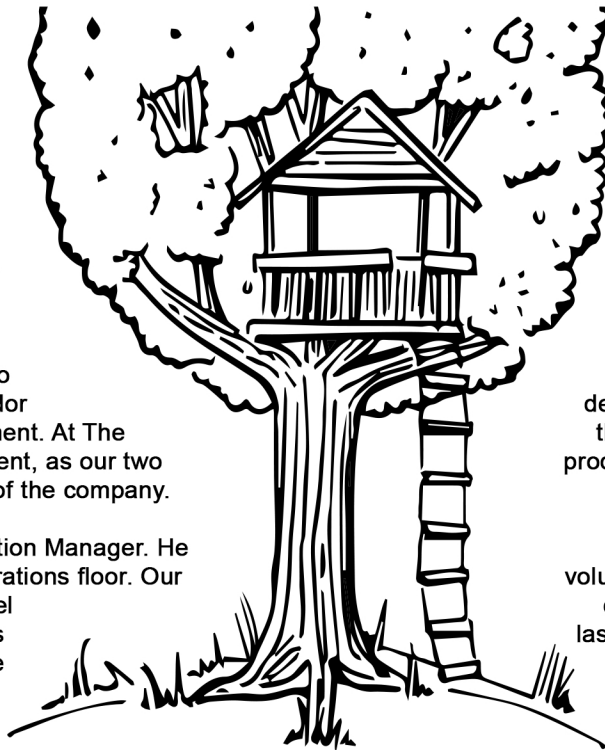


## Around the Clubhouse

The Clubhouse is growing! In early January, we broke ground on a new 9,600-square foot building just to our south. The space is designed to increase The Clubhouse's manufacturing efficiency, and is expected to be operational by June 2020.

In the spirit of growth and enterprise, Clubhouse Trailer co-founders Drew Taylor, Jeff Hadley and Darrell "PaPa" Hadley all have new titles. Drew is the VP of Operations. He handles the day-to-day of production scheduling, sales, support and managing our Clubhouse team. Jeff is the VP of Innovation, responsible for all of the amazing products we deploy. He also handles all of our bookkeeping, vendor management and material management. At The Clubhouse, we do not have a president, as our two VPs collaborate fully on all aspects of the company.

Darrell "PaPa" Hadley is our Production Manager. He is responsible for managing the operations floor. Our longest tenured team member, Daniel Muzquiz, is our Lead Designer. He is responsible for collaborating with the band staff and administration to design all of the graphics on our trailers.



## Clubhouse in the Community

The Clubhouse has been active in our local community as well as the communities we serve. Kicking off the 2019 football season, we sponsored a sideline sign at the new Edmond Memorial High School stadium in Edmond, Oklahoma. On October 12th, we headed to Texas for the McKinney Marching Invitational, where we were the program sponsor and on-site trailer logistics provider for the event.

In celebration of Manufacturing Month, we hosted 18 students from Francis Tuttle Technology Center's carpentry class on October 24th. Students were given a tour of the facility, which included demonstrations of tools and innovations that The Clubhouse uses to make their products. The event was facilitated by the Oklahoma Manufacturing Alliance.

In December, Clubhouse Trailers staff volunteered at Santa's Cause, a nonprofit organization that provides anonymous last-minute response to children's letters to Santa that would otherwise go unanswered. Clubhouse Trailer also joined the Edmond Chamber of Commerce.

## What's New From Jeff & Drew

The Clubhouse is planning for a 20% increase in production in from 2019 to 2020. Staff and space increases will aid us in this endeavor, but we are not limited to growth in personnel, square footage and output. At The Clubhouse, one of our core values is growth in innovation. To that end, we have enhanced manufacturing efficiency through process improvement. We doubled our capacity for 3D printing, and added additional printed products to improve reliability. We have several great new products and features in development that we expect to launch in the near future. One of these new innovations, enhanced in-trailer documentation in the form of technology-supported video manuals, will be shared with all of our current customers as part of our ongoing commitment to excellent customer service and support.