



# The Clubhouse Connection

ISSUE: 3

AUGUST 2020

WELCOME TO  
THE  
CLUBHOUSE  
FAMILY

- RANCHVIEW HS
- BOERNE CHAMPION HS
- BYRON P. STEELE HS
- LAKEVILLE SOUTH HS
- GOOSE CREEK MEMORIAL HS
- GOOSE CREEK LEE HS
- GOOSE CREEK STERLING HS
- JAMES LOGAN HS
- TISHOMINGO HS



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## The Clubhouse Launches Small Trailer Solution

At Clubhouse Trailer Company, we pride ourselves on finding customized solutions to meet every program's needs. With more than a decade of expertise, we have learned that every program marches differently, and has different travel needs. While our 53' semi trailers are well-suited for large programs, they are not always the most feasible solution for smaller bands or

programs that are unable to rent a truck and driver for every trip. We have also received feedback from large programs looking for more space options than what a single 53' semi trailer offers.

We are pleased to now offer a product line of small trailer solutions designed to meet the industry's growing demand. These brand-new trailers come in 3 sizes: 32-foot and 28-foot trailers with gooseneck connections, and a 24-foot with a bumper-pull. These trailers still offer many of The Clubhouse's signature features, including solar power, lighting and a customized interior with drum walls, instrument shelving and uniform rack configurations to meet any program's needs. Of course, the exterior of each small trailer is custom-wrapped with the customer's design, expertly crafted by our graphic artist. "At The Clubhouse, we are focused on meeting the needs of our customers, and we are innovating solutions to fit every program," said Jeff Hadley, VP of Innovation.

Tishomingo High School is the proud owner of the first Clubhouse Trailer Company small trailer solution, a 32-foot gooseneck, which was delivered on August 14th.

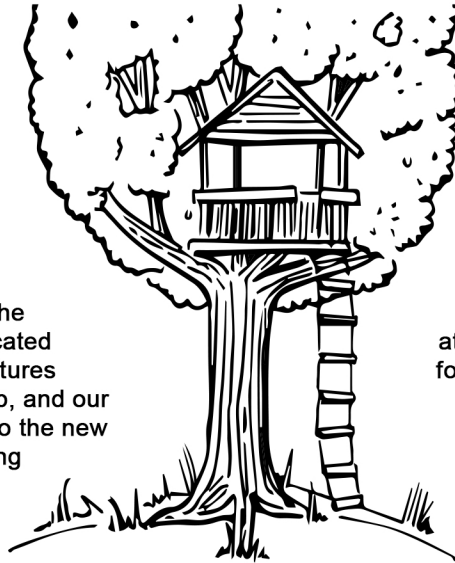




## Around the Clubhouse

In June, Clubhouse Trailer Company opened a second building adjacent to our main shop and headquarters. The annex space is 9600 square feet that includes an additional build bay area plus manufacturing and staff areas, including a conference room, break room and offices. "The extra manufacturing space in the new building allows us to focus on keeping all 4 trailer build bays in our main shop occupied, and allows for those projects to be completed as efficiently as possible," said Drew Taylor.

The additional build bay is primarily designated for special projects, but does provide flex space when demand is high. The real efficiencies are gained by having dedicated build and finishing space for our shelf structures through the addition of a second wood shop, and our entire ramp building operation has moved to the new building to reflect a cell-based manufacturing system.



## Clubhouse in the Community

At The Clubhouse, we love sharing our solutions with the marching arts community at conventions, shows and events. Under pandemic precautions, we have modified our approach and found new ways to connect.

We were pleased to participate in the Texas A&M University - Commerce Virtual Marching Arts Director Symposium in June and the virtual Texas Bandmasters Association Convention in July. Attendees were given a tour of our shop and presented with an overview of our products, followed by Q & A sessions with Drew and Jeff.

"While we obviously hoped to be able to attend these events in-person, we are grateful for the opportunity to stay connected virtually," said Drew Taylor. "We want our current and new customers to know that we are still actively working on solutions to meet their marching logistics needs."

## From the Owners

The Clubhouse has been abuzz with innovation!

- New products: Our small trailer solution (highlighted on page 1) is our premier new product. Additionally, we have added custom golf carts to our lineup of add-ons.
- New features: Our all-electric operating system eliminates the need for hydraulics and is run entirely by battery/solar power. We have created a new electric stairway with handrails.
- New partnerships: Working with Dröv Technologies, we now can offer tire pressure monitoring on our trailers.
- New frontiers: Thanks to Lakeville South High School in Minnesota and James Logan High School in California, we have been able to make a presence in two new states in the past month. Our Clubhouse trailers are now making homes in 13 states!

