



# The Clubhouse Connection

ISSUE: 5  
FEBRUARY 2021

WELCOME TO  
THE  
CLUBHOUSE  
FAMILY

- ARLINGTON HS
- LAMAR HS
- JUAN SEGUIN HS
- JAMES BOWIE HS
- JAMES MARTIN HS
- SAM HOUSTON HS
- TROY HS



CLUBHOUSE TRAILER  
COMPANY

14625 SANTA FE  
CROSSING DR.  
EDMOND, OK 73013

(405)-509-8858

INFO@  
CLUBHOUSETRAILERS.COM

## Clubhouse 2.0 Is Here!

Safety and efficiency have been values associated with our products since our very first trailer. Over the past decade, we have experienced our operations and output growing, and scaled our facilities and staff accordingly. Like other small, rapidly-growing businesses, we have had to be flexible, adaptable and creative with our approach.

The second half of 2020 brought many changes: the opening of our 9600 square foot annex building, the addition of the Small Trailer Solution, and the development of our total-electric trailer.

Market demand has increased pressure for our build spots. So many band programs are looking for a viable transportation solution that only The Clubhouse can provide. To effectively meet demand and continue to exceed our customer's expectations, we needed to revolutionize internally, with a focus on efficiency. We closed out 2020 and forged into 2021 on that journey, which we have dubbed "Clubhouse 2.0."



Significant time and effort have been placed on fine-tuning all of our processes to be more efficient.

Everything has been overhauled: front-office operations, manufacturing processes in our shop, and even the sourcing, ordering and management of materials. A specific focus area has been our supply chain, where we have been actively evaluating relationships and investing in the partnerships that will best meet our needs now and in the future.

Another facet of our evolving dynamic is staffing. We have a core nucleus of Clubhouse staff that are focused and dedicated to our mission, and every member of the team is experiencing changes to their roles and responsibilities. Two new team members have recently joined The Clubhouse crew, and employee additions are planned for the future.

All of these enhancements are allowing us to do more for the marching arts. Our personalized, customized and individualized approach working with programs helps our customers find the most reasonable answer for their bands. As a company owned and led by band dads, we know the industry, and we excel in finding solutions to the challenges of moving equipment safely and efficiently across town, the state or the country. 2021, here we come!



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## Around the Clubhouse

Two new staff joined The Clubhouse at the end of 2020 as part of the Clubhouse 2.0 process.

Cynthia Chavoya is the accounting manager, responsible for company bookkeeping and upkeep of the financials.

Another former band dad, Leo Wideman, joined the staff as production manager. Leo is focused on increasing overall operational efficiency while overseeing activity in the shop.

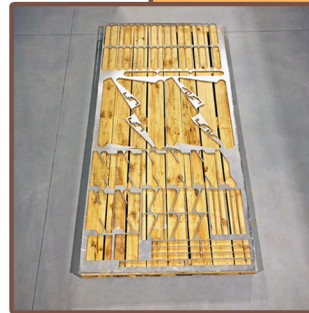


## Clubhouse in the Community

The Clubhouse puts a high value on sustainable practices. We are proud to be the largest repurposer of gently-used Kentucky moving vans in the country.

We regularly recycle unused metal, recently dropping off more than 2100 pounds, mostly aluminum.

Our products feature energy-efficient LED lighting, powered by batteries charged by solar energy, harvested by solar panels on the trailer roof.



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## From the Owners

Even though our first total-electric trailer was fabricated last summer, it is only now that we have truly come to appreciate the impact that the innovation is having on our production capabilities. The total-electric design is so unique and fine-tuned that it has dramatically affected our build process, reducing overall installation time, improving efficiency, increasing productivity and maximizing output. The most significant change has been incorporating Thomson Electrak® HD electric linear actuators into the operation of the rear ramp. The integration has been so smooth and effective that actuators have been added to power the rear stairs, front stairs, Tubavator and partial moving floors on trailers that offer those features. With the total-electric trailer, we are proud to say that we offer a complete power management system that includes our LED lighting and solar charging panels to provide a best-in-class product.

Innovative solutions are a major component of Clubhouse 2.0 and inherent to our core values as a company. Behind the scenes, integrated technology and staffing efficiencies have been enhancing our Clubhouse 2.0 efforts, such as the company-wide transition to Google Workspace. On the production side, implementing new automation and data analysis is improving efficiency. Finance management has also been fine-tuned to maximize efficiency. Marketing has added a sales-focused approach, emphasizing contact management and proactive communication about our solutions. We have also started blogging, offering technical posts in Band Dad Breakdown and customer features in The Clubhouse Family Tree.

We are always open to ideas and suggestions about new features and products that we can add to our menu of transportation solutions. So many of our great innovations have been driven by customer requests, and we love providing that assistance through our trailers and field equipment solutions. To share an idea or learn more, email [drew@clubhousetrailers.com](mailto:drew@clubhousetrailers.com).

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