

**MOTOR HOME  
SPECIALIST**

**WHERE THE WORLD SHOPS**



OUR HISTORY  
&  
FUTURE TOGETHER



**ENTEGRA**

**COACH®**

# OUR HISTORY

The O'Banion family has a long local history with deep roots in the Dallas/Fort Worth community and the automotive industry abroad. Doug O'Banion, founder of Motor Home Specialist, moved his family from Corpus Christi, Texas, to Arlington, Texas, in 1966. Doug was constantly thinking of ways to improve products in the automotive industry and later that year he invented the Port-O-Lift trailer that was manufactured by U-Haul Industries. In 1976 Doug developed his second invention, the E-Z Fill Gas Cap. The E-Z Fill Gas Cap eliminated the need to remove and replace the gas cap when filling up with fuel. The E-Z Fill Gas Cap was a huge success and was sold nationwide at various retailers such as Sears, Kmart, NAPA Auto Parts, and Pep Boys, just to name a few. The current version of this invention is now produced by Stant Manufacturing and its concept is often standard equipment on many new models of cars and trucks.

Through the years, Doug owned and operated various automotive dealerships and never lost sight of his true passion for virtually everything that cranks. In 1972, Doug's love of motorcycles and Colorado summers put him in search of a new RV for his wife and four sons. He was surprised at how difficult it was to find an RV with a floor plan that suited his family's needs. On a dare from a friend, he decided to build his own RV just the way he wanted it.

For the next 18 years, Doug owned and operated many businesses that included sales in mobile homes, RVs, cars, and boats. One car dealership in particular, aptly named "Mustang Specialist" sold only Ford Mustangs. Mustang Specialist built more than 3,000 custom and performance Mustangs over a ten-year period.

In 1994, Doug and his son Donny were visiting an auto auction in Ocala, Florida. After finding out that their plane ride home to Texas had been cancelled, Doug impulsively purchased a motor home at the auction because he was ready to "head to the house!" Somewhere between Florida and Texas, the idea of Motor Home Specialist was born. After returning to Texas, they sold the motor home and, oddly enough, took two motor homes in trade. It was settled, The O'Banions were going to become part of the motor home industry. In 1995, Doug sold off his remaining car dealership and so began a new chapter in his life and a life's work for his family.

Motor Home Specialist was founded in 1996 when Doug, his wife Sharon, and his son Donny began selling pre-owned motor homes from a local RV storage location in Arlington, Texas. In late 1998, Doug purchased the property where Motor Home Specialist currently resides and on January 1st, 1999, hired Robert Brake, the company's first full-time employee. Robert has since become the company's general manager, a part owner, and a part of the O'Banion family, whether he likes it or not! Together, by selling tens of millions of dollars of quality pre-owned motor homes with huge discounts to families across the globe, they quickly made Motor Home Specialist into one of the largest pre-owned motor home dealerships in the country.

In 2004, Doug took Motor Home Specialist in a new direction by becoming a franchise dealership for Travel Supreme, which later became Entegra Coach. During this time, Doug's other sons Kelly and Tyler came on board full-time, soon followed by his son Patrick upon his return home from three combat tours in Iraq and 22 years of service in the USA Army Infantry. With the addition of Doug's eldest grandson Bobby in 2012, MHSRV now has three generations of family involved in its day to day operations.

In order to handle their growing endeavor, The O'Banions began construction on a new service and delivery center and expanded their sales and office facilities. Motor Home Specialist became the #1 volume selling motor home dealership in Texas in 2007 and in 2008, became the first motor home dealership in Texas history to sell more Class A units as well as Class C units in a single year. This achievement has been duplicated every year since.

Since then, Motor Home Specialist has only grown. They now sell approximately 40% of all new motor homes sold in Texas and in late 2013, surpassed all other dealerships in total volume sales making Motor Home Specialist the #1 volume selling motor home dealership in the world.



**1966 - Doug invents the Port-O-Lift trailer**



**1972 - Doug builds his own RV**



**1976 - Doug invents the E-Z Fill Gas Cap**



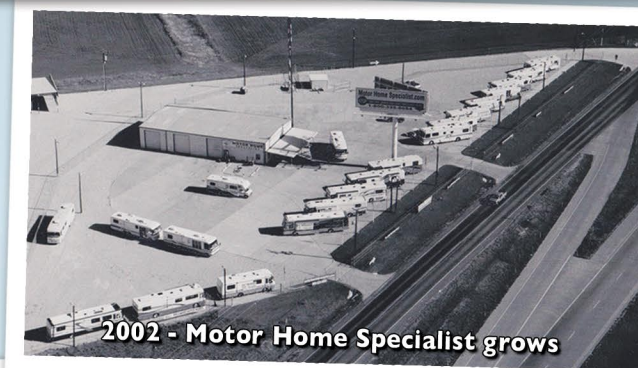
**1976-1994 - Mustang Specialist was one of many businesses Doug owned**



**1996 - The O'Banion's begin selling pre-owned Motor Homes from a storage lot in Arlington, Texas**



**1998 - Motor Home Specialist moves to its current location in Alvarado, Texas**



**2002 - Motor Home Specialist grows**



**2004 - Doug's sons Kelly and Tyler join MHSRV full-time followed by his grandson Bobby & later by his son Patrick who returned home after 22 years of military service**



**2004/2005 - Motor Home Specialist becomes a new franchise dealership and begins a significant expansion process**



**Motor Home Specialist - 2017  
#1 Volume Selling Dealer in the World  
4 Years in a Row!\***

**MOTOR HOME SPECIALIST**  
WHERE THE WORLD SHOPS



**#1** VOLUME SELLING DEALER  
**IN THE WORLD**

## The Present



**MOTOR HOME SPECIALIST**  
WHERE THE WORLD SHOPS



## MHSRV FACTS

**Entegra Coach Sales Specialist**  
Motor Home Specialist is the only dealership in the world with eleven "Chairman's Club" sales associates.



**180**

**Acre  
Secure  
Complex**

**140**

**Dedicated  
RV  
Specialists**

**135**

**Million  
Dollars of  
Inventory**

**60**

**Covered  
Service &  
Delivery Pads**

**30**

**Service  
Bays**

**11**

**Chairman's  
Club Sales  
Associates**

Motor Home Specialist now employs more than 140 dedicated RV technicians, service writers, sales associates and finance specialists. It spans over 180 acres with new and innovative facilities and amenities including a restaurant, video production facility, several indoor and outdoor customer rest areas and over a 1/4 mile of frontage including one of the largest covered display areas in the United States. You will also find 30 service bays, 60 fully-covered service & delivery pads and our new multi-million dollar automated high-pressure rain booth test, coach wash, detail and fueling station create an assembly line approach to the prep and make-ready process. You will also find 50 family-friendly courtesy carts to use while shopping and cold bottled water in every motor home. Perhaps most important of all, you will find clearly marked sale prices on over \$135,000,000 of inventory including the largest selection of Entegra Coaches anywhere in the world.



**Entegra Coach Service Specialist**  
Exclusive Entegra Coach technicians for incomparable turnaround times.



### Entegra Coach Service

Motor Home Specialist employs three full time "Entegra Coach Only" service technicians. These specialized technicians have been highly trained to work on Entegra Coach models in particular. This significantly increases quality while decreasing service times.

### Spartan Chassis Service

Motor Home Specialist is also a certified Spartan service facility, making MHSRV one of only a handful of dealerships in the country capable of handling Entegra Coach service from the chassis up.

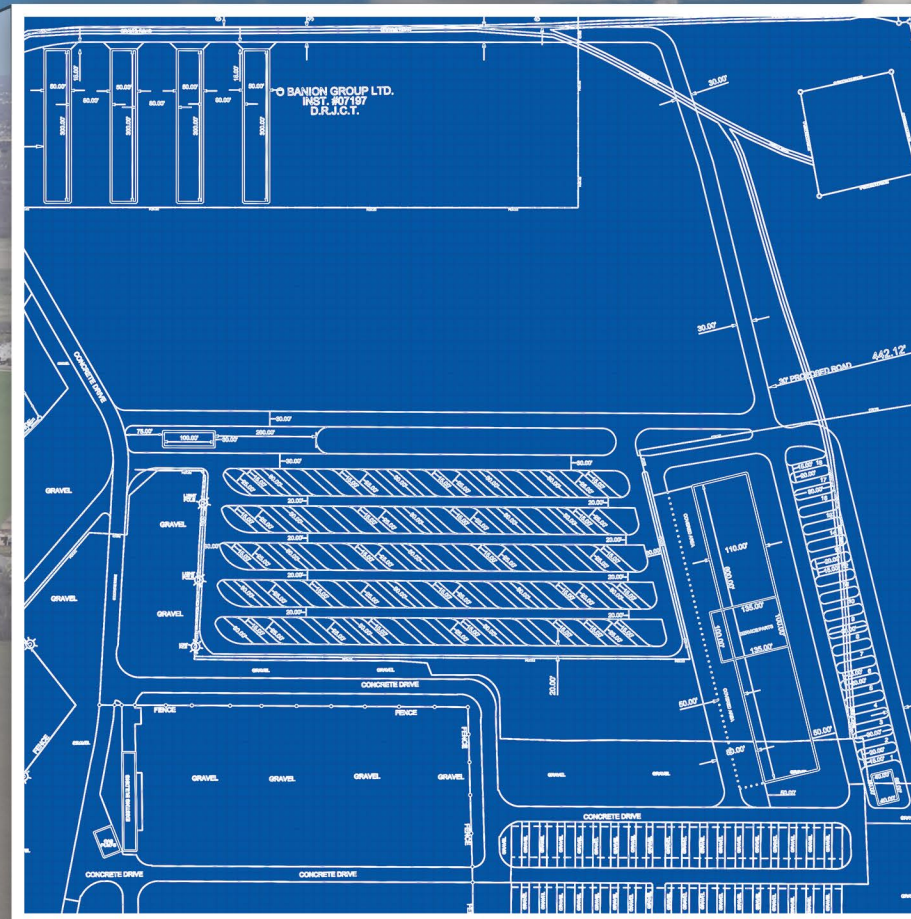
# The Future

## MHSRV Future Expansion Plans

- 1.) 70 Space RV Park (pull-throughs 80' in length)
- 2.) 72,000 sq. ft. Service Center (additional 60 bays)
- 3.) Expanded Parts & Accessory Store
- 4.) Convenience Store
- 5.) 20 Full-Service Drop-Off & Pick-Up Bays
- 6.) 300 RV Storage Bays Including 100 Indoor Platinum Club Member Bays

**MOTOR HOME  
SPECIALIST**

WHERE THE WORLD SHOPS



## Future Expansion

## MHSRV Today



MHSRV.com 800-335-6054



#1 Entegra Dealer 7 Years in a Row!



50 Courtesy Carts



Entegra Coach Sales Specialists



Over 1/4 Mile of Frontage



The MHSRV Cafe



60 Covered Service & Delivery Pads



High-Pressure Rain Booth Test/Coach Wash



Save 25% or More Off M.S.R.P.



Full-Time Entegra Coach Technicians



30 Service Bays



Large Covered Display Area

# Our Commitment to the Community

Motor Home Specialist has donated well over 1.5 million dollars back to our veterans, elderly, and children in need across the country. We are proud sponsors of Cook Children's Hospital, the Intrepid Fallen Heroes Fund, The Ronald McDonald House, Meals on Wheels and countless other local and national charities, as well as law enforcement and emergency response agencies. It is our family's goal to continue to grow our efforts in supporting these incredibly worthwhile causes each year.

# Our Commitment to You... Our Customer

My family is proud of our company's history, blessed by our company's present success and excited about our company's future. Our commitment to you is that we will work hard each day to provide great prices, unparalleled selection and exceptional service. We will also take great pride in caring for your coach after the sale and will always treat you and your family with the utmost respect and appreciation. I am proud to say that I work alongside some of the finest and hardest working RV specialists in the industry and it is our goal as a team to provide you with an affordable and enjoyable recreational experience from start to finish.

From all of us at MHS, thank you for allowing our family the opportunity to be a part of yours.  
All the best and happy travels,

Donny O'Banion

C.E.O - Motor Home Specialist



**MHSRV.com**

**800-335-6054**

**100 O'Banion Way**

**Alvarado, TX 76009**

\*#1 in world & Texas per official Statistical Surveys Inc. for American built motor homes at 1 Location.\* 25% off or more on all new motor homes.