TEXAS AUCTIONEER



The Official Publication of the Texas Auctioneers Association, Inc.

1st Ouarter • 2023

Texas Lone Star Open Bidding Contest Names Grand Champion



Trey Gallaway (center) was named the 2023 Texas Lone Star Open Bidding (TLSO) Grand Champion on Jan. 29th. He was presented the \$10,000 cash prize, trophy saddle and belt buckle by Troy Robinett (left) the current Texas Auctioneers Association president and cofounder of the contest and Cody Shelley (right) the 2022 TLSO Grand Champion.

When the final gavel fell at the 6th Annual Texas Lone Star Open Bidding (TLSO) Contest, reserve champion prior to winning this year's title. The TLSO is the highest Trey Gallaway, Belton, Texas was named the 2023 grand champion. He was one of 23 contestants, featuring men and women, plus a bi-lingual The event, held in conjunction with the Fort Worth Stock Show and Rodeo, contestant from New Mexico, Michigan,

Fort Worth, Texas on Jan. 29th drew a standing room crowd and lots of active Oklahoma, Kansas, Alabama and Texas. bidding.

Gallaway received a \$10,000 cash prize, a trophy saddle donated by Tony Langdon Auction Properties and a trophy belt buckle. He was the 2022 reserve champion prior to winning paying contest in the United States.

He was one of 23 contestants, featuring

PRESIDENT UPDATE

TROY ROBINETT, PRI

TAA 2022-2023 President

OUR DREAM

Each and every year as the Texas Lone Star Open (TLSO) Bid Calling Contest approaches, I'm amazed at the support it receives from fellow members of the TAA, past grand champions of the TLSO and auctioneers from around the country. That support is shown financial through sponsorships, moral support, entering or attending the contest and bidding on items. It warms my heart to see auctioneers come together to help showcase to the public the power of the live auction method of marketing.

I stood on the stage at the Fort Worth Stock Show waiting for 4:30 p.m.to strike on my phone to welcome the standing room only crowd and open the contest--I did get a little choked up. Because at 4:29 p.m. I looked at my phone and saw a message from a family member that was watching on SLA-TV that simply read "Dream". I looked up from that message, surveyed the crowd and saw many of my auctioneer idols in attendance. These included many of the men and women who I work with on a weekly and yearly basis that I hold in such high regard. It hit me hard, that this contest is not only my dream but the dream of so many like me. A dream for auctioneers to have the ability to showcase the art form that is "bid calling". A dream for the thousands and thousands of hours we have put into our craft to be on display for the public to see and to be compensated for, also. A dream that will inspire the next generation of auctioneers to step up on that stage and show to the world what they can do. In that moment, I realized this is not my dream.....but it's OUR DREAM.



From the bottom of my heart I want to thank each and every one of you that helped make the TLSO a success. YOU are the reason why the TLSO is the gold standard for open bid calling contests in the United States. We will not rest on what we have done the last six year. " Our Dream" is just getting started! Congratulations to Trey Galloway for being named the 2023 TLSO Grand Champion Auctioneer. I know that you will service as a great ambassador for the TLSO and the live auction method of marketing.

We look forward to seeing y'all back at the 2024 Fort Worth Stock Show and Rodeo for the 7th annual TLSO.

Sincerely. Troy Robinett, TAA President TLSO Co-Founder

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Bidding Contest

continued from page 1...

Five judges from across the country, listened and evaluated the contestants as they each sold two items they had brought to the contest. Then the judges named five finalists, who each sold the three exact same items.

The five finalists included Gallaway, followed by Wade Leist from Michigan, who was named the reserve champion; Sixto Paiz, New Mexico in third; Kyle Dykes, Texas in fourth place and Jarod Hamm, Texas in fifth.

The contest is hosted by the Texas Auctioneers Association (TAA) and was sponsored by many auctioneering and related companies.

"We appreciate all the contestants who competed and really showcased the auction method of marketing, as well as their individual skills. The contest is made possible by our sponsors and the Fort Worth Stock Show and Rodeo. We plan to be back in Fort Worth the last Sunday of January in 2024 to name our next champion," remarked Troy Robinett, TAA president and cofounder of the contest.

For more information on the contest, the TAA and the auction method of marketing, please visit www. texasauctioneers.org.



The five finalists from the field of 23 contestants at the Texas Lone Star Open Bidding contest included (left to right) Kyle Dykes, Sixto Paiz, Wade Leist, Jarod Hamm and Trey Gallaway.

TLSO Scenes











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Invest In Yourself - Sign Up For TCAP

By: Doug Bradford, CAI, TCAP, TAA 1st Vice President

One of the best things you can do as an auction professional is invest in your education. That can be through attending the annual state or national convention, taking online courses, reading trade publications and/or attending trade conferences outside of the auction industry, talking with other auctioneers, and being aware of what is happening in your community.

Another outstanding way to educate yourself is by enrolling in and completing the Texas Certified Auction Professional (TCAP) certification program through the Texas Auctioneers Association. TCAP was developed by the TAA initially as a program for auctioneers to bridge the gap between auction school and beginning their auction career. It quickly evolved into a program for auctioneers, ringman, and auction staff ranging from the very newest auctioneer to the very experienced auctioneer.

TCAP consists of three separate tracks – Business Fundamentals, Marketing, and Logistics. The tracks do not have to be taken in any specific order. The courses are offered during the annual TAA convention. CE credit is earned when taking these courses that can be applied to your annual license renewal. Currently the courses are offered in person only. TAA is currently reviewing the possibility of offering the courses online in the future. Because this is a certification program, once you obtain it, it is yours. There is not a renewal fee. Once the certification is obtained, you do have the option of auditing the courses in the future for a nominal fee.

The Business Fundamentals course speaks to core topics such as insurance, creating the right entity type for your business, contract basics, website basics, and the importance of understanding financials.

The Marketing course touches on marketing options to consider using in your business, free and paid marketing tools available to help promote and build your business, personal branding, and best practices.

The Logistics course looks at what it takes to create, set up, and complete an auction, sometimes delving into specific auction sectors.

The intent of each course is to present a high-level picture of that topic that educates and enlightens participants on best practices, key items to be aware of and consider, and tips and tricks to keep your business out of trouble, stay legal, and make you even more profitable than you already are, and better businesspersons in your community.

The benefits are not only what has already been mentioned, but additionally the networking between yourself and other auctioneers and the things you may learn from one another to help grow your business. In addition, upon completion of the TCAP certification program, you will be able to use the TCAP initials behind your name in your emails, correspondence, business cards, websites, and promotional materials. TCAP graduates can also submit a picture of themselves with a short bio that is featured on our TCAP members page on within the TAA website. This is an area that potential clients can go to find you! This in addition to the Find an Auctioneer function on the TAA website.

The full schedule for TCAP with speakers and topics will be out shortly as we're still confirming the best speakers available!

Consider enrolling in TCAP this year at the TAA convention, June 15-18 in College Station. If you have guestions, feel free to contact the TAA office or myself. Bet on yourself, invest in yourself!

LET'S MEET UP AND **TALK AUCTIONS**

2nd Annual TAA Crawfish Boil Sunday, April 16th – 2 p.m. Cletus T's Texacajun Grill 317 Gentry Suite D1 Spring TX 77373

Come join us for crawfish and fun times at this annual event. A \$20 donation per person is suggested and all proceeds will go to the scholarship fund. Nonalcoholic drinks will be provided and beer and wine will be available for purchase.





- TCAP Course 2
 - "Marketing At All Angles"
- TCAP Course 3

"Logistics From the Ground Up"

FRIDAY, JUNE 16TH, 2023

CONTACT US

512-668-9448 info@texasauctioneers.com texasauctioneers.org



What To Know For Your First TAA Convention

By: Doug Bradford, CAI, TCAP, TAA 1st Vice President

first Texas Auctioneers Association convention?

For many of us it is a long-standing tradition since we became licensed auctioneers in Texas. But for some. they just haven't made it to a TAA convention.... yet. For others, they've just made it through auction school, maybe just got their license in the last few months and now their ready for the experience.

The 66th Annual Texas Auctioneers Association Convention will be held June 15-18 in College Station. This is a time of networking, learning, competition, fun, and fellowship. It's a family reunion for Texas auctioneers.

The first thing to do is register for the convention and book your hotel. Do both early to take advantage of any special rates or discounts that may be available for convention and the hotel. The hotel tends to fill up early. Watch the TAA website, Facebook page, and your mailbox for updates on registration and classes.

Make a plan about the courses you want to attend. You most likely won't be able to attend every course you want to. Try to identify the ones that you think will help you the most or that you want to attend the most. Realize you may not be able to do everything you want at convention but do as much as you can.

What is the appropriate dress code? There is no specific written dress code. Think business casual during the day for courses. If you are competing in the auctioneer, ringman, or team competition, gentlemen think suit and tie or suit jacket and slacks at minimum. For ladies it might be dress, pantsuit, nice skirt and blouse/top. The dinners on Friday and Saturday

Is 2023 the year you attend your of convention, but that doesn't mean laugh, and fellowship. you have to dress up. At night, after classes and dinner, be casual, bring your shorts and flip flops, and just hang out and network. You will see folks in jeans and cowboy hats and that's perfectly fine too if that's what your comfortable in.

> To compete or not to compete. I encourage you to compete. It builds up your confidence. It allows your peers to see you and many times they give great feedback after you compete. Think of it as marketing tool for yourself. There are plenty of stories of auctioneers who have not won the competition but did receive jobs because someone saw them and liked their chant or style. Keep in mind that the competition is streamed, and your audience is worldwide, not just in the room. Every time you take the stage you get better as an auctioneer, as a competitor, and as a person. The competition categories are rookie auctioneer, senior auctioneer, champion auctioneer, ringman, and team. At the very least, bring an item to sell at the fun auction at the President's Welcome Party. It's fun, no pressure, and people still get to hear you. You never know where it might

Bring your credit card or cash for incidentals. With your registration you will receive at ticket for the President's Welcome Party, the Friday night preliminary competition dinner, and the Saturday night finals dinner. In addition, as a first timer, you are invited to attend on Friday morning the First Timers Breakfast hosted by the Hall of Fame committee. So plan on covering breakfast at least one for two mornings while at convention and lunch one or two days. You will want to have money in case you want to buy something at the competition or fun auction. You might get thirsty each nigh after the convention winds night tend to be the dressier nights down and we hang out to network,

Networking is a big part of being at convention. That means networking with other auctioneers, speakers, and our sponsors and vendors. Take the time meet as many people as you can. Try to sit with someone different at each meal or class. Bring business cards if you have them. Yes, they are still used and still effective. At minimum, swap names and phone numbers, emails, Facebook/Instagram info. Talk with vendors and spend the time to learn about their products as time permits. You may not need them now, but you may later. They spend their time and money to come to our convention. Yes, it is part of their business to do so, but acknowledge them and thank them for being there.

The best thing I can tell you is to come with an open mind, be ready to listen and learn. I've heard several attendees comment that it wasn't successful because they didn't get a job out of coming to convention. That's the wrong attitude and reason to attend. You should be there to learn how to be better as an auctioneer and businessperson. You should be there to network and build relationships. This is a hard business to break into and be successful in. It takes time, patience, and persistence to be successful as an auctioneer and most anything else in life.

The main thing is to show up. That's the first step. Simply being there. If you're not there, the rest of this means nothing for now. I hope to see you in June. Feel free to reach out to me personally.



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A Life Changing Experience - TAA Convention

Each and every year, lives are changed Air Trampoline park both a short drive Registration will open April 1, 2023. years of age, my life changed for the better. I attended my first ever TAA event. To say I was an aspiring/ struggling auctioneer would be an understatement. I was close to giving up on my aspirations of becoming an auctioneer. It wasn't until I walked through those doors and met YOU, I realized it was a possibility.

I would like to extend an invitation to you and your family to attend this year's convention, contest and trade show in College Station, Texas June 15th-18 2023 at the Texas A&M Hotel and Conference Center. We will kick the convention off on Thursday night at 7 p.m. with the Presidents "White Out" (that means wear white) Roof Top Welcome Party presented by LiveAuctions.TV . Immediately following the welcome party, we'll head down stairs for the annual TAA fun auction! Our fun auction is a great place for contestants to work out those contest nerves and for the seasoned auctioneers to show everyone you've still got it!

We are excited to be expanding our trade show this year. The Texas A&M Hotel & Conference Center has a very condusive lay out to do so. If you have a product or service you want to showcase before auctioneers, then this is the year to make it happen.

Friday June 16th and Saturday June 17th will feature industry leading speakers, world class networking, as well as the best state auctioneering contests in the nation! Sunday June 18th, we will conclude the convention with the FCAI breakfast as worship service.

We highly encourage you to bring your family with you to College Station. There is a roof top pool that is sure to keep them occupied for hours and hours. A Jumping World and Urban

at the Texas Auctioneers Association from the hotel, as well as a number (TAA) Convention. In 2010 at 22 of great outdoor parks for them to run and play! Aggie Park located on campus and close to hotel will be a great place for your kids to play.

> Registration will open at 12:01 a.m. Saturday April 1st at texasauctioneer. org. We are anticipating a highly attended convention this year. So, we have expanded our room blocks. BUT, don't hesitate to reserve your room(s) as each year we sell out and some convention goers have to find alternative hotels.

> If you are new to the auction business or are on the backside of your career, come be a part of this life changing experience. I promise your presence will be uplifting to your fellow auctioneers. I know you will have an impact on them as you have had on me over the years.

See you in College Station, **Troy Robinett** TAA President 2023-2024

CONVENTION INFORMATION

Join us for the 2023 Texas **Auctioneers Association Convention** in College Station on the campus of Texas A&M and in the shadow of **Kyle Field!**

June 15-18, 2023

Accommodations Texas A&M Hotel and Conference Center 177 Joe Routt Blvd College Station, TX 77840

Visit taa.com to find the link to reserve your hotel room or call 888-654-4436 and tell them you need the TAA rate. The hotel cut off is May 16, 2023! Single rate - \$139 Double rate - \$149

Reasons to attend!

- · Networking and fellowship with other auctioneers
- Texas Certified Auction Professional (TCAP) certification opportunities
- Great education programming for CE credits
- State championship auctioneer contests: Champion, Rookie, Senior, Teams and Ringman
- Photo contest
- Three nights of live auctions
- · White out themed President's Reception and Fun Auction
- Fun Auction supporting TAA projects and scholarships – bring your donations!

Watch the TAA Facebook page and website for more updates on the event as speakers and activities are confirmed!



CHAPLAIN'S CORNER: PRAY AND THEN SEE YOUR DOCTOR

Alvin Kaddatz



We have had several friends who have had serious health issues and did not go to the doctor. One of our friends was having chest pains and refused to go to the doctor. He went to be with the Lord a few days later after having a heart attack.

nephew, Our Stephen Fortner, is hospitalized in Lubbock. He developed a leg

infection and did go to the doctor. His friends decided to call an ambulance. He lost his right leg and left foot. Stephen said to thank you for the prayers.

One of our employees, Gary Claborn, had a problem with his hip. He didn't want to go to the doctor. When he went, the doctor told him he would have lost his leg if he had waited any longer. He has had a successful hip replacement and is doing fine. Gary said thanks for the prayers and the cards you sent.

If something changes with our health, get to a doctor and get it checked out.

Friendship Points

"A man that hath friends must shew himself friendly: and there is a friend that sticketh closer than a brother." Proverbs 18:24.



• I stopped on my way back from Clovis, New Mexico to see Lou Ann and Stan Young. They haven't been able to make it to the conventions for several years. I met Stan's mom. She is on the prayer list and has had health issues. Lou Ann is having heart and lung issues. We had a great visit. They said to thank you for the prayers, cards and emails.

- The group Acts of Mercy is the group that Travis Kaddatz went with last June to minister to Ukrainian refugees. Acts of Mercy has sent people to Syria and Turkey to help with the earthquake victims. Keep them in your prayers.
- We received this from Monti & Tracie Davis after the passing of Montie's father.

Thank you for your thoughtfulness and sending the care package including the devotional among other items. The Body of Christ is such a blessing in these moments. Montie & Tracie Davis

 Thomas Pascal "Tom" Taylor (August 30, 1946 - January 22, 2023)

Tom Taylor, retired Air Force Veteran, passed away Sunday, January 22, 2023, in his home in Hondo, Texas. A great joke teller, he will be missed by all. He attended America's Auction Academy. He enjoyed seeing everyone at the conventions. John Sisk called and said he attended the funeral.

- · Our good friend & fellow auctioneer, Jeff Duncan of South Carolina has introduced a bill that will put an end to one disturbing social activism practice by government employees. The Old Glory Only Act (H.R.146) will officially prohibit the flying of other flags other than the American flag over U.S. embassies and consulates around the world.
- Heather Kaspar shared this poem, written by her dad, with us. Her dad went to be with the Lord last year.

The Most Misunderstood Honest Man By H.S. Kaspar

I lived and I loved. Host and won. I pushed and I shoved, And wasn't always the best son

I tried and I hurt, And it was never enough. But that didn't stop me from being a flirt. It also didn't stop me from being tough.

What I've said is sure true. It's surely no lie. But that didn't mean That I didn't try.

It took me some time, And a good lookin' gal, But I knew what I wanted, & turned on a dime.

I quit drinkin' and sinkin' And I tried to live right. I know at times I fell short,

Chaplain's Corner

continued from page 14

But I gave it a heckuva fight.

I argued with God more than a time or two, But it sure didn't stop me from wearing a cross on my neck and in my pocket too.

I could be shrewd and rude and obnoxious and drunk. I could be ruthless and wreckless and run a suck. I won't deny it. The shoe fits.

But, I'm here to tell you; you don't have to stay in the pits.

You can take all that ugly and turn it to good. You can talk to the drunkard and take their keys when you should.

You can take you lessons and turn them to good, For the downtrodden, the bruised, the lonely and rude. You can encourage and mend and visit... Treat every person as you should.

I've sat with the man without Christmas gifts for his son. I've enjoyed the company of those, where addiction has

I've called the father of a kid having a rough night. I've pulled kids from a ditch when something didn't go right.

I've encouraged those trying, and not getting nowhere. I've asked for forgiveness, when I was too much to bear. I smiled and I talked and I took the time, To let you know you were noticed and all was all right.

I've said it for years and it's still true today. I'm the most misunderstood honest man...that fact will stay.

TDLR

I recently had to deal with a complaint at TDLR. The complaint was resolved. Todd Kercheval assisted me. If you need assistance with a TDLR, you can contact Todd or me.



Joani & O.C. Mangold with his 81-year-old toy teddy bear he received as a child.



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In Closing

But thanks be to God, which giveth us the victory through our Lord Jesus Christ. - 1 Corinthians 15:57

Be strong and courageous, do not be terrified, do not be discouraged, for the Lord your God will be with you wherever you go,- Joshua 1:19

If you would like to be on the FCAI e-mail or text list, send your e-mail address or cell phone number.

Check our website of Facebook for praise reports, prayer requests, thank you notes, and obituaries. You can send contributions to FCAI, visit our website, or call 254-582-3000 with a credit card. Our address is: 535 HCR 4223, Hillsboro, Texas 76645. For online donations, please visit www.fcai.org. All donations are tax deductible.

May God Bless You, Alvin Kaddatz



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Texas Community Newspaper Association

TCNA's network, exCAP ads price is \$200 per ad - a 20% discount over normal prices. Additional words are discounted to \$8 each. TexCap currently has almost 100 newspapers and approximately 3 million circulations. Contact TCNA @ Douglas Fry, 104 Westland Drive,

Columbia, TN 38401. P: 931-698-4096, F: 888-450-8329, E: douglas@tcnatoday.com.



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REQUEST FOR TAA ANNUAL CONVENTION & CONTEST CLERK & ITEM MANAGEMENT PROPOSAL

Below are parameters needed for the management of all auctions during the TAA Annual Convention & Contest.

Please submit your best bid to support this event.

*This year's event will be held June 15-19, 2023 at the Texas A&M Hotel and Conference Center, College Station, Texas

CRITERIA:

- 1) Lead Auctioneer/owner must be in good standing with the Texas Auctioneers Association & State of Texas
- 2) Auctioneer must provide all the staff and equipment/software necessary to cover the events. TAA can provide back-up manual receipts as needed. If clerk cannot provide merchant account, note this in your bid and TAA will check options that link with your software.
- 3) Bidder should carry their own liability insurance to cover their staff activity or sign a waiver.

RESPONSIBILITIES:

- 1) Item Check In
- 2) Picture for big screen-coordinate with Audio Visual Committee
- 3) Clerk auction for 3 nightly events
- 4) Item Management & Buyer pick up-Logistics change year to year, but plan for the auction item room to be separate from each live auction.
- 5) Cash out for 3 nightly events
- 6) Tear Down Clerking stations and item room by midnight Saturday
- 7) Provide final reports and deposit to TAA within 10 days of event

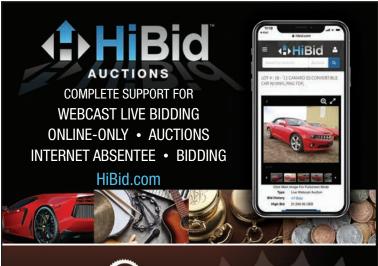
DON'T FORGET TO INCLUDE:

- 1) Transportation/housing costs, if necessary. Hotel discount is available under TAA room block if reservations made by deadline. Meals are provided for approved clerk staff during Fun Auction, Friday lunch, Preliminary Contest dinner and Saturday finals dinner as part of convention meals. Confirm questions with TAA office.
- 2) Bidder should bid this event as a package that covers 3 days as needed. The below grid is an estimated agenda and subject to edit. NOTE: Items and clerking stations must be torn down by midnight on Saturday. Bidder can request TAA volunteers, but must note this in bid. Estimate 200 items, 200 bidders.
- 3) Include any "Trade-Out Compensation" you wish to receive. Each item will be considered and could be limited, depending on the type of "Trade-Out Compensation" requested.

HOW TO SUBMIT BID:

Request the required TAA auction process and required final report from info@texasauctioneers.org. Bids are accepted through email only to info@texasauctioneers.org. Bids must turned in by May 1, 2023. The company selected will be notified on or before May 15, 2023.

Clerk/Item Management Schedule Estimate: *auction normally ends by 11 p.m. but estimate later		
Thursday	1 p.m11 p.m.	- Item check in, pictures, monitor and pickup
	6 p.m11 p.m.	- Clerks taking final bids
		2 cashier stations recommended (Fun Auction)
Friday	8 a.mMidnight	- Item check in, monitor, pictures & pickup
	6 p.mMidnight	- Clerks take final bids
		- 2 cashier stations recommended (Preliminary Contest)
Saturday	11 a.m11 p.m.	- Item check in, monitor, pick-ups & sort items abandoned
	6 p.m11 p.m.	- Clerks taking final bids
		- 2 cashier stations (Finals Contest) *less items this night
	12 Midnight	- All items and equipment must be torn down, as TAA does not have access to space on Sunday. For any special arrangements or items NOT picked up , coordinate with TAA staff to handle prior to midnight.



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For more information on registration, trade show booths or educational programming contact:



Troy Robinett, President 817/995-7509 Stacy Fox, Executive Director 512/668-9448



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JANUARY 2023 GRADUATES!

(Row 1 Sitting) Clint Hunter, Fair Grove, MO; Matt Simpson, Texarkana, AR; Christopher Link, Richardson, TX; Portia Bagley, Baltimore, MD; Stacey Greb, Mangum, OK; Stacey Stricker, Elk City, OK; Kristie Perkey, Elk City, OK; Justin Terry, McLeod, TX; Brett Taylor, Norman Park, GA; Chris Luther, Wilmington, NC

(Row 2) Mike Jones, School President/Director, McKinney, TX; John Schultz, Instructor, Stewartsville, MN; Joel Leake, Sulpur Springs, TX; Shawn Massey, Sulphur Springs, TX; William Tell Kincaid, Rockwood, PA; Wes White, Cleveland, TX; Burke Zimmerman, Rowlett, TX; Earl Feese, Mustang, OK; Tony Porras, Parker, CO; Blayton Duncan, Moultrie, GA; Ron Beggan, Ireland; James Brodrick, Dallas, TX; Lori Jones, School VP/Administrator, Dallas, TX

(Row 3) Billy Slaton, Bogata, TX; Jackie Hatcher, Antlers, OK; Tanner Jenkins, Orange, TX; Kevin Loftin, Buna, TX; Burl Stricker, Elk City, OK; Roy Flora, Dayton, TX; Adam Thompson, Watonga, OK; Joshua Buscher, Chico, TX; Caleb Norwood, Cunningham, TX

UPCOMING 2023 SESSIONS: JUNE 2-9 · SEPTEMBER 15-22

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