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# ON THE HORIZON

MID-WINTER 2009



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Leiseth Farm**

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> **56th National  
Hard Spring Wheat Show**  
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> **2008: The Year In Review**  
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**John Salvevold**  
Agronomy Division Manager

# 2008: The Year in Review



How did that happen???

When we ended the year in 2008, we can all look back and review the year and one comment or question can be used to sum up the year. How did that happen? At the beginning of the year, the grain markets and all commodity markets were at all time historical highs. We had just enough moisture late in the fall to let farmers do a large amount of NH3 and dry fertilizer applications. We entered the first part of June waiting for some late spring and early summer rains to carry the average to above average crops to harvest, but it just never happened. Oil prices were at record highs and commodity prices were still above average. Then the economic crash of October hit and took care of everything including values of fertilizer that dealers in the country had filled their plants with. Suppliers and manufacturers, along with dealers, have all been hit very hard late in the year and some dealers will not make it through these hard times. Another thing that has happened, and is still happening with the eroded values of crop nutrients, is the shutdown of production of fertilizer in both domestic and foreign markets. Once the values eroded, dealers quit buying mainly because they just got stuck with fertilizer that had lost values of up to \$500 per ton. Think about that; for every semi that is loaded the dealer could be losing over \$15,000. Suppliers had vessels of urea that they purchased at around the \$800 level arrive at

port just in time for a loss of \$400 to \$450 per ton. A vessel is holding anywhere from 25,000 tons up to 40,000 tons. That is a loss of \$10,000,000 to \$18,000,000 before it is even unloaded or shipped out of port. Nobody in the industry ever thought these values could drop this fast at one of the worst times of the year. When this economic crash occurred, most dealers in the country had not even started any fall applications and were sitting with a lot of high priced inventory. Our Agronomy Division at Horizon Resources will make it through this fall thanks to record sales in the first 9 months. Some dealers may not be that fortunate. What will happen in 2009? I think everyone has thrown away their crystal balls and are very weary. One thing to keep in mind is that the amount of crop nutrients that were not put down in the fall season, along with shutdowns or cuts in production, will probably cause logistic nightmares and shortages and possibly outages of supplies in some cases. As of December, about 20% of the world's nitrogen production had been shut down already. In November of 2007, we were begging to buy one of the last unit trains of phosphate available for spring of 2008. Now, this winter just one of the manufacturers has announced a cut back of possibly up to 1 million tons and quite possibly more the later it gets without movement of tons. Western phosphate producers will have to follow with cut backs or shutdowns in production until product starts to move. What will this do with the prices? Will dealers have enough product for spring? Will farmers be cutting back? Will we have enough moisture? As you can see, I only have

questions, and I am about completely out of guesses. Buying fertilizer before spring may be in your best interest so you know you will have it available.

That is about enough for negatives and I would like to share a few positives from the past year that we can also look forward to in 2009. Our new hub plant in Williston worked flawless in 2008. Jay Hoyt and Brent Kjorstad were the two that were responsible for running the plant and they moved a lot of fertilizer. This plant can eliminate the need for storage on your farm because of the speed of loading. In most cases, you should be able to drive your truck into our plant and load it in about the same amount of time it takes to load out of a bin on the farm. This allows us to easily service customers even on the outer edge of our trade territory without delays or long waiting times.

We saw a record year for crop protection products in 2008. With Roundup Ready sugar beets, we lost about \$600,000 to \$750,000 worth of beet chemicals and still had an increase of over \$1.4 million. Things are always changing in this business. I believe that the amount of business that we have been growing each year shows the trust that our growers have in all of our agronomy locations as well as our Certified Crop Advisors.

Another record year for us was with grain bin sales. In April of 2008, we received about 10 semi loads of bins. We more than doubled our best year of sales of \$220,000 with almost \$470,000 in bin sales for a total of close to 400,000 bushel of storage. Stop into any one of our agronomy locations and they can show you some of the bins put up in your neighborhood.

Our growers with Horizon Resources have some of the best custom applicators in the business. Rick Foss and Brent Overland do the majority of the custom spraying for Horizon Resources. They custom applied between 55,000 to over 60,000 acres last year. These were not only just acres sprayed, they were acres done without application errors. Our floater operators are also second to none. One of whom is Mike Antos who spread about 40,000 acres in 2008, which is almost unheard of. I will not leave out Gene Ronningen in Savage and Gary Sedlacek in Fairview. Most acres that are done in our Montana locations are irrigated, so they do not have as many acres. But as far as custom applied tons, they are doing their fair share. When I visit with equipment salesmen, they are in awe with the amount of acres that we are doing with our equipment. Again, if you want custom application done, and done right, we have the best staff in the country to get it done.

Hopefully we are through the most volatile time in history in our business and country wide economically. I hope we can see some normalcy return in the agriculture business, commodity markets, and economic markets. I look forward to visiting with you at the Wheat Show in February and the Farm and Ranch Show in March. Stay safe this winter and have a safe and prosperous season in 2009. #





**Carol Maurer**  
My Account Administrator

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To view a demonstration of this website, please visit our website [www.horizonresources.coop](http://www.horizonresources.coop) and click on My Account.



Great news! As mentioned in the Fall 2008 issue of *On The Horizon*, Horizon Resources is providing My Farm Records, an online service for anyone with a Horizon Resources account and internet access. With the click of a mouse you will be able to view:

- Statement activity, current accounts receivable, and prepay balances
- Product purchase history or totals within a specified date
- Detailed views of each transaction
- Grain activity including contracts, assembly sheets, and scale tickets

This is great news to access your account, whether it is for your personal account or your business account. Accurate, up-to-date information at your finger tips, 24 hours a day. We update the account information daily so you are able to view up-to-date information on your account.

To sign up for an online account please contact Carol at our elevator location at 701.774.0228 or send her an email at [myacct@horizonresources.coop](mailto:myacct@horizonresources.coop)

# PROMISE in 2009



**Brian Fadness**  
Grain Division Manager

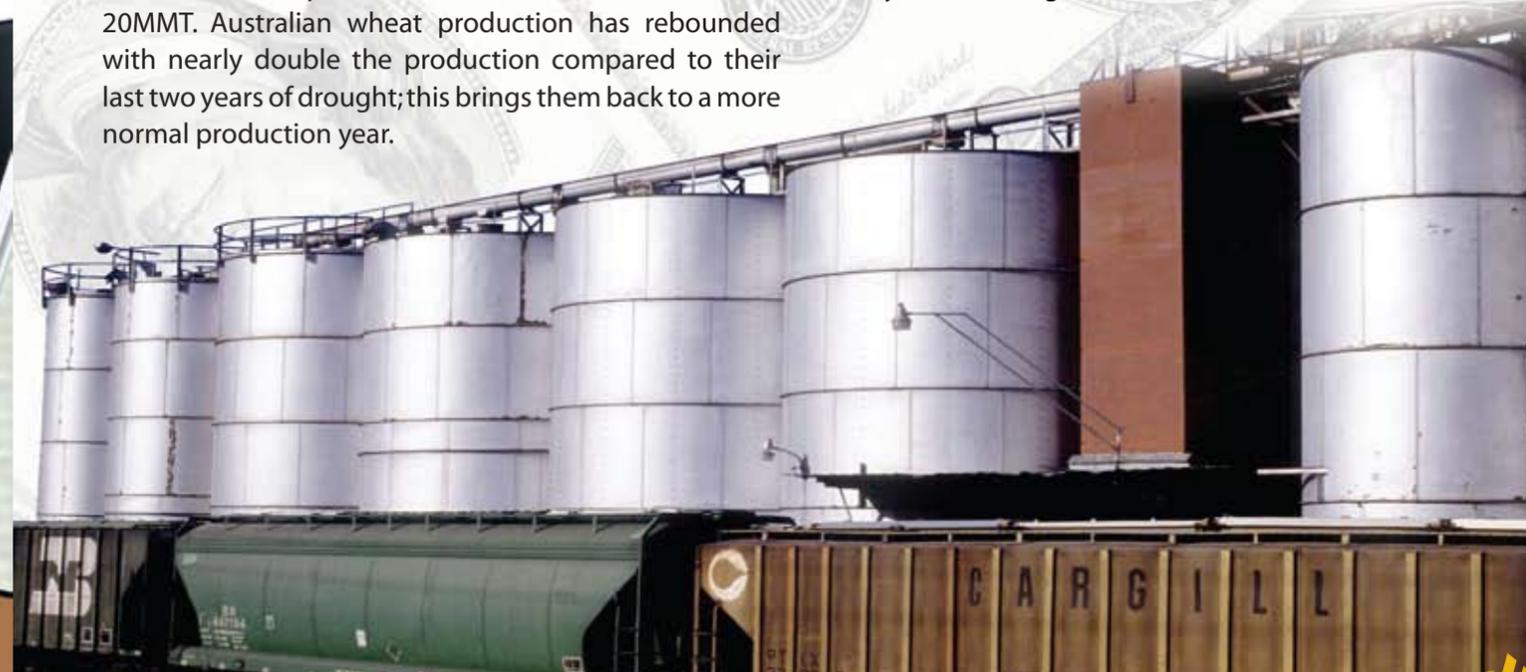
Promise. That is what 2008 started out with for those of us in the business of production agriculture, lots of promise. Well now it is 2009 and I think the "what could have been" has now been replaced with "what's going to be". It is amazing that we are now into 2009! I hope that the holiday season was good to everyone! I know my wife says that it was way too good to me...now where is my list of New Year's resolutions?

Looking back on the 2008 crop, production in our region did not come close to meeting expectations. That affected a significant number of producers and Horizon Resources as well. The lack of production made every bushel available to market carry much more significance. Sometimes it worked out well, while others were less than stellar. Again, this affected producers as well as Horizon Resources. I know there was a lot of hope that, since the crop was not going to have the production that had been anticipated, prices would return to the spectacular highs of late 2007 early 2008. However, this is a world market and the increase of world production took care of any shortfall the U.S. had. When looking at world durum production, Italy was about a crop and a half, Canada is thought to be at about 5.5 million metric tons and wheat production in Australia will be around 20MMT. Australian wheat production has rebounded with nearly double the production compared to their last two years of drought; this brings them back to a more normal production year.

We all know grain prices did not reach the very lofty values seen in early 2008. But they are still at exceptional levels. One thing about this business of production agriculture is the eternal optimism...the next year always holds promise! 2009 is bound to be better than 2008 right? With the fall moisture we had before going into freeze up, the moisture situation is much better than in the last few years. So will grain prices also show promise? Perhaps we will see a return of all time highs. My feeling is that just like the Russian embargo of the 70's helped kick prices up to a new range, the run to all time highs has done the same thing.

Please contact us for current new crop prices. Remember to utilize our web site and the grain portal to help you in some of your marketing. The portal will allow you to place offers to sell grain with us and we will reject, counter or execute those offers as your price is reached. The portal can be accessed at your convenience, day or night.

Hey, there is my list of New Year's resolutions! I don't remember putting down that I would quit eating cookies, cakes and other goodies? Wait a minute that is not my hand writing! 🍪





**Warren Froelich**  
Williams County Extension Agent

# 56<sup>th</sup> National Hard Spring Wheat Show

Agriculture in a global economy, applying fertilizer efficiently, and durum production and marketing are a few key issues to be addressed during the 56th National Hard Spring Wheat Show scheduled for February 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> in Williston. Other topics on the information agenda include cover crops, energy efficiencies, crop variety performance, wheat stem and sawfly control, and weather.

Dan Manternach, Director and Publisher of Doane's Agricultural Report, will address the broad issue of "Agriculture in a Global Economy" and how agricultural producers can be impacted. This presentation will include forecasts for acreage, yields, supply and demand using different weather scenarios. Manternach was named "National Agricultural Communicator of the Year" by the National Agricultural Marketers Association for his career accomplishments and extensive public speaking on megatrends in agriculture, commodity market outlook and risk management.

Several university and trade people are scheduled to discuss ways to increase fertilizer efficiency and fertilizer management with satellite imagery. Lanny Faleide, President of Agri ImaGIS Technologies, will be one of several speakers discussing common sense methods and economics of using variable rate fertilizer applications.

Dr. Elias, NDSU Durum Breeder, is scheduled to give growers a report on research efforts in developing new varieties which have more disease resistance, improved yields and higher quality values. Jim Peterson, Marketing Director of the North Dakota Wheat Commission will provide recent information regarding both the U.S. and World Outlook for hard red spring wheat and durum wheat.

Geoff Simon, Director of Government Affairs for MDU Resources Group, is scheduled to address "Global Warming: Science, Politics, and Economic Reality" during the special recognition luncheon coordinated by the Ag Committee of the Williston Area Chamber of Commerce.

In total, this year's Wheat Show involves 21 speakers covering 19 topics.

Other activities of this year's Wheat Show will be the traditional Bread Fair for area 5th grade students, a crop variety show open to 4-H/FFA member and adults, a photo contest and commercial exhibits.

More details on activities can be obtained through the county extension staff at the Williams County Extension Office. Please call 701.577.4595. #



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Dick Sorenson  
Feed Consultant

# FEED FOR YOUR CATTLE DURING THESE WINTER MONTHS

As I write this, it's starting to snow again. Quite a few cattle are still on stubble and winter range. Corn stalks are also being used in some areas. Most forages now are low protein, 4-6%. This is a very important time to supplement your livestock. Now is the time to improve body condition on your cow herd when the requirements are easier to meet. Supplements that work well in winter grazing are Smartlic tubs, range cake, or liquid feed. Smartlic tubs are 22% or 30% protein, and the range cake is 16% to 20%. These products come with a mineral pack and are built to improve forage digestibility. A new product available is Quality Liquid Feeds Range 40. QLF Range 40 is a 40% protein liquid supplement fed free choice or poured on bales or mixed into a total ration. It is one product with no mixing of bitters or sweets to control consumption. This product is Louisiana cane molasses and contains ruminally degradable time-release protein.

Treating low quality hays and crop residue in round bales, stacks, and processors with liquid supplements from QLF will increase both intake and digestibility of these feedstuffs, while at the same time providing additional key vitamins and minerals.

## Hay Treat Advantage

- More total dry matter fed
- Crude protein level increased
- Forage intake increased
- Forage digestibility improved
- Added sugar, phosphorus, potassium, vitamins, and trace minerals
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- Less waste hay build-up for flies to breed in

Horizon Resources in Watford City has had this system in place for several years. This has worked well for treating bales, especially CRP and free choice for lick wheel tanks. In December 2008 the Grenora location installed the same system to service the Grenora-Zahl area. Delivery units are available at both locations, these units are converted anhydrous ammonia trailers that now haul liquid feed.

Check with the Horizon Resources dealer in your area for this and other supplement options. #



Hi, we're Jason & Peggy Leiseth. We farm and ranch north of Arnegard, ND with our 3 sons, Erick (12), Brady (10), and Tyler (4). Spring is pretty busy at our place with calving starting toward the end of March and spring planting around the 10th of April.

Our spring day starts at daylight when Jason goes out to check the first calf heifers. We keep these heifers in a pen close to the barn in the yard. Newborn calves are ear tagged and moved with their mothers to a new pen. If any heifer needs assistance calving, they are moved to the barn and taken care of. Back at the house, I am getting the boys up and ready for school. After the school bus leaves, it's off to do the chores. Jason, Tyler and I head out to the pasture to check and feed the main cowherd. I drive the pasture with the pickup to check for new calves while Jason feeds hay with the tractor and hay shredder. After feeding, the calves are checked to make sure all are healthy. Then it's back to the yard to finish feeding the yearlings and heifers. We usually feed about 12 round bales each day.

By now it is usually noon and we are all hungry, time to head to the house for a quick lunch. In the afternoon, weather permitting, we get the equipment ready for planting. If the weather is stormy, we usually spend the afternoon putting out more straw for bedding, feeding and doctoring calves. If the snow gets deep, we may have to check everything on horseback. We really do like the nice warm sunny days the best.

Once we start planting, Jason heads for the tractor and air drill as soon as he is done checking heifers in the yard, and Tyler and I handle the cowherd. Then we help move equipment and trucks the rest of the day to make sure the drill doesn't have to stop for too long. After the school bus brings the boys home we head back to the pasture and check the cows, tag new calves and deal with any calving difficulties before dark. After dark it's time for supper, homework and rest. A quick check of the heifers at 10:00 and we're done until daylight. #



# A Cup of Joe with Morris

Is it the coffee? Maybe it's the friendly staff that welcomes him with a smile every time he walks in the door. Perhaps it's the conversation about topics ranging from current events to farming. But on a cold January day when wind chills dipped well below zero, Morris Swanson had a full cup of coffee, a great smile and was eager to share his thoughts.

Originally from Grenora, Morris farmed about 1,200 acres and raised mainly spring wheat and durum. His move to Williston came in 1959, but it wasn't until 1984-85 that Morris retired from farming, turning the reigns of the farm over to his son. "I can remember getting about \$2.00 a bushel for grain, on the low end, and up to \$9.00 a bushel for durum." When asked about last year's prices, Morris was quick to point out that, "even though grain prices were high, so were fuel and fertilizer prices." He shook his head quickly about last year, calling 2008 a challenge. He continues by saying, "next year could be better if the fuel prices stay like they are now though."

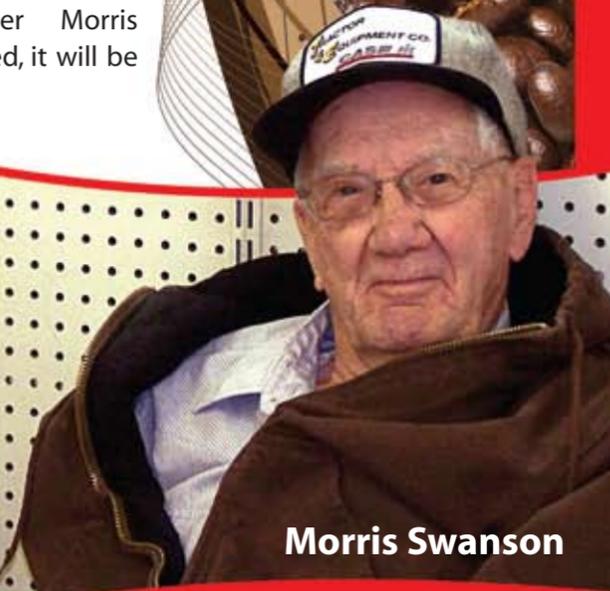
Besides the morning coffee group, Morris enjoys trips to the Williston Moose Lodge and attending dances sponsored by the Senior Citizens. For quite

a few years Morris also enjoyed woodworking as a hobby, but doesn't do much of it any more.

To enjoy a conversation with Morris, just pull up a chair, grab a cup of coffee and bring up a topic. For example, Morris remembers when Horizon Resources employee Gerry Rod worked at the station while he was in high school. "Gerry left for a couple of years," Morris remembers, "but now he is back, and he's always friendly and helpful." Again, Morris smiled and with a note of conviction added, "but all of the employees around here are friendly and helpful." If you have got a few minutes to spare, or some time to kill at 9:00 in the morning, head for Horizon Resources in downtown Williston and spend a few minutes with long-time customer Morris Swanson. Guaranteed, it will be time well spent! ☺



Alan Solberg



Morris Swanson

# Follow the 7 R's Program to Maximize Your Yield Potential

Horizon Resources customers who plant CROPLAN GENETICS® seed have the advantage of working with local agronomic experts who not only help them select the right seed, but also advise them on the production aspects needed to maximize the yield potential of each field.

To guide growers through their agronomic decisions, our local expert agronomists follow the 7 R's approach. The "R" stands for the "right" crop planning steps for optimum crop production, including:

- **The Right genetics with the**
- **Right traits on the**
- **Right soil type at the**
- **Right population in the**
- **Right crop rotation with the**
- **Right crop protection and the**
- **Right nutrient management**

The 7 R's program capitalizes on the broad-based expertise CROPLAN GENETICS® seed local agronomists offer growers. Because of our deep understanding of agronomics, CROPLAN GENETICS® seed and local Horizon Resources agronomists can help growers across all aspects of production.

Customers who attend Answer Plot® Knowledge Events this past summer and Answer Plot® Winter Meetings will hear more about the 7 R's and how each element can help boost production potential on their fields. A new Answer Plot location in Horizon Resources' trade territory will take place in 2009 near Sidney, MT.

A corn hybrid population block, trait comparisons, different genetic families and fertility programs will be covered at this Answer Plot®. Soybean topics will concentrate on seed treatments, genetic family differences and proper placement of varieties. AgriSolutions micro-nutrients and adjuvant products will also be showcased. Please plan to attend the grower events we will be having to help you maximize your yields.

What's the number one question growers ask about corn hybrids? "Which one won the test plot?" The test plot winners from 2008 were not the highest yielding hybrids in 2007. It's doubtful the same ones will be the highest yielding hybrids in 2009 either. The 2008 growing season was very different from the last several years. Cool and wet early, followed by average temps in the summer and a cool grain fill period. Hybrids differ in the way they react to weather. This is why if you use the highest yielding hybrids from this year to base next year's plans you will always be planting the hybrids which performed best last year. This is why we give you the most information to place hybrids based on the 7 R's to hedge against weather risks. Come to an Answer Plot event and see how we can help you minimize risks and maximize results.



Curt Droogsma  
Land O'Lakes  
Croplan Seed



# Greetings From the Fairview Agronomy Location



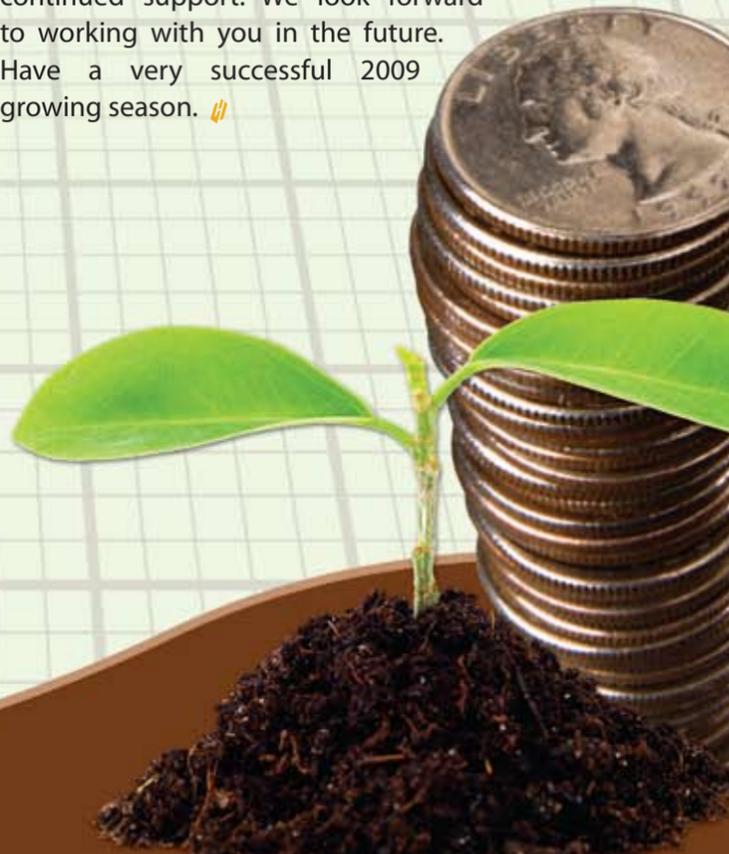
**Bruce Prevost**  
Fairview Agronomy  
Manager

Hello from Fairview. First and foremost we would like to thank all of our customers for supporting your local coop. 2008 was a very trying year. What looked like a promising start, with higher commodity prices, ended up being offset by very high input costs. Mother Nature was also very hard on growers, limiting yields in the dry land areas and delaying crop emergence and maturity in the valley. One bright spot was the introduction of Roundup Ready sugar beets. Yields were surprisingly good. But with no contract for 2009, our customers were left scratching their heads wondering what to do for 2009.

With commodity prices falling, fuel prices hitting 5 year lows and fertilizer prices softening it appears the upcoming growing season is also going to be a challenge. Let us help you with your input decisions, starting with soil sample analysis. With the higher fertilizer cost it is very important for our growers to apply the right amount to maximize their yield goals. Seed selection is the next step that we can help you with. We carry Croplan Genetics corn seed, alfalfa seed and many forage grasses. From there we can help you with all your crop protection product selections.

The spring fertilizer application season will need to start as soon as possible. The delay in having the beet contract approved has put us behind in our normal fall application. We have a lot of acres to cover and would appreciate your help in letting us get started early.

We believe 2009 is going to be a good year and are looking forward to helping you make it one. We have a very friendly and talented staff that is willing to assist you with your needs. Rita Oakland, Gary Sedlacek and Sally Amunrud are the backbone of our Fairview operation. They are excellent at multi-tasking and make it possible for us to provide you, our customer, with the inputs you need to get your crop off to a great start. Stop in and see us, the coffee is always on. Thanks again for your continued support. We look forward to working with you in the future. Have a very successful 2009 growing season. ☺



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P-207-334

# AGRICULTURE DIVERSIFICATION & PROCESSING



**Chet Hill**  
NDSU/MSU  
Area Extension Specialist

It has been another interesting year in agriculture in the MonDak region. From very high commodity prices, to poor yields, and back to lower crop prices. Hopefully everyone was able to take in some of the high crop prices. A key component of this position is working with the Research Centers in both Williston, ND and Sidney, MT. The centers relay research results to producers and determine the feasibility of different crops and their compatibility in a crop rotation. Currently, the two research centers are moving forward in creating a joint advisory board that will represent both research centers and provide leadership and feedback to the staff.

**Here is a summary of some of the projects I have assisted with this past year.**



**WREC** - Each year, Neil and I get several calls asking which variety in durum, spring wheat and barley do well in this region. That is a difficult question to answer because so many factors come into play when selecting a variety. Soils and moisture conditions seem to be the most important. Last year I decided to take the off-station data for the different crops and varieties, along with the Williston data, to develop information that would assist a producer in making variety selections. First, I ranked the varieties (1, 2, 3, etc.) based on their 3-year average yield. If the variety only had one or two years of data, I would try to fit it in the ranking. Second, I show the 3-year average yields for the different varieties. Each of the tables then have overall averages, both in ranking and yield, so that one can see how that particular variety stood up among the rest of the varieties. This will be on the Williston R/E Center website - <http://www.ag.ndsu.nodak.edu/willisto/>

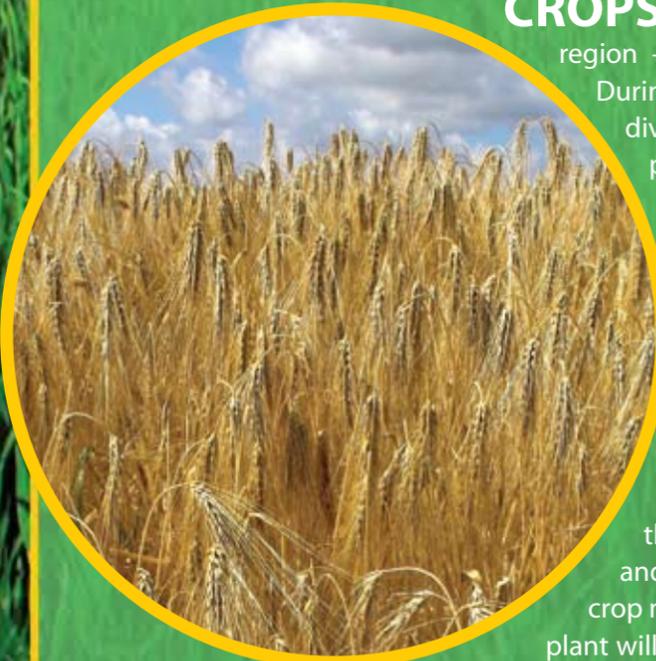
Another piece of information I have put together for several years is the acreages for several different crops here in the MonDak region. That also now will be on center's website.

**CROPS** - What a difficult growing season for producers in the region - frost, cool, lack of moisture, hail and heat to name a few. During this past growing season, we saw some changes in the crop diversity in both dryland and irrigation. Higher fertilizer prices made producers ponder thoughts of growing more pulse crops or allowing fallow acres. Higher fuel prices also dictated changes on crop tillage and management practices.

For the producers utilizing irrigation, the higher crop prices offered a chance to try different crops and we saw a sharp decrease in sugar beet acres (roughly 35,000 acres down to 13,000 acres). This made for a short harvest campaign and questions arose about if there would be a sugar processing plant here for 2009. Producers voted to keep the plant viable and acres should be around 25,000 this next year. I appreciate the fact that producers are looking at different crops to manage, and we at the research centers need to be ready to assist them in crop management practices. Hopefully in the future a new processing plant will develop because of the different crops moving into the region.

We saw more corn, soybeans, dry beans, safflower and sunflowers, as well as small grain under irrigation because of the large acreage reduction in sugar beets.

On the dry land side, we saw dry pea acres stay constant, while lentils took a drop in acres. Durum and spring wheat gained a few acres because of the high commodity prices going into the planting season. And as fertilizer prices continued to climb, talk of more fallow acres were discussed. I think we saw some of that happen and may see it again next year too.



**PROJECTS** - I am still working with Yellowstone Ethanol (YE) and developing that facility. It has been a long road for this group, but they continue to move along. YE has all their permits now and are working on the financing. This winter, I will be putting together a biofuels display.

I assisted the Prairie Partners meat alliance (Prairie Packing - Williston, Myers Meats - Parshall, The Wurst Shop - Dickinson and Walt's Market - Williston) in developing a fundraising opportunity utilizing their products for clubs and organizations. Contact them for more information.

Other projects that continue to stay on the radar screen include pulse crops, dairy and potatoes. During the MonDak Ag Open, I received requests of acres in the region and the counties that have a significant number of acres. The dairy industry still views the MonDak region as having great potential. I think if corn acres continue to expand and the ethanol plant becomes reality, things could move the dairy opportunities. Finally, the potato project still has possibilities, with growers and processors being invited to our region to evaluate the soils, existing and potential irrigation, and the natural resources available to build a facility. 🍷





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# The Future is Ford

A beacon of hope shines in Detroit. A reminder of what America used to be. Our country, which against all odds, stands upon its broken legs and shouts out to adversity, "We will win through to absolute victory"! The beacon of hope I speak of is Ford Motor Company. Their ability to adapt to industry and market changes has set them apart from their competitors. They have beautifully handled the Congressional hearings by standing on their own without the aid of a bail-out.

Three years ago, Ford Motor Company announced a comprehensive plan to restore profitability to their business no later than 2008. Since then, they have brilliantly applied information learned from their successes around the world to create more innovative products, reduce costs and improve quality and productivity. Sixteen models have been picked as Top Safety pics and JD Power studies have shown Ford quality has met or passed Honda and Toyota. Ford's success in their on-going plan is immediately evident in their 2009 line-up and their soon to be released 2010 models that you can find at Select Ford Mercury in Williston.

## The Ford F-150: Making the Best Even Better.

Ford has outdone itself with the completely redesigned 2009 F-150. Ford is now offering even more truck for the money with unsurpassed fuel economy and more standard safety features than any other half-ton pickup. It has better pricing at all three cab configurations versus the competition. The F-150 Lariat SuperCrew, for example, starts at \$35,820, more than \$5,000 less than a comparably equipped 2009 Dodge Ram.

However, what really separates the 2009 F-150 from the competition is its improved towing capability and hauling capacity: 11,300 pounds across all cab configurations and payload of 3,030 pounds. The new 2009 F-150 SuperCrew also offers more useable space for moving people and gear thanks to a 6-inch stretch that improves rear seat legroom and cargo capacity. Total cargo space behind the front seats is a class-leading

57.7 cubic feet. Also new are the box side steps (500 lb capacity) and new tailgate step which offers easier access to cargo in the box.

## Fuel Efficient Strides:

Recent internal research shows that fuel economy continues to top customers' purchase consideration lists with 38 percent of new vehicle intenders citing they would be willing to sacrifice performance for better fuel economy. The engine and powertrain choices in the 2010 Ford Fusion and Mercury Milan mid-size sedans deliver even more horsepower and better fuel economy while eliminating the need for compromise. Fusion models equipped with the 2.5-liter 1-4 engine are expected to deliver at least 3 mpg better on the highway than the Honda Accord and 2 mpg better than the Toyota Camry. Test drive one today at Select Ford Mercury to see for yourself the smooth ride and slick features!

An array of other 2009 products are already the best or amongst the best for fuel economy in their retrospective segments. The Ford Flex is best in highway at 24 mpg, the Ford Focus is unsurpassed for best highway at 35 mpg and the Ford Escape is best in class for the small SUV segment with 28 highway/20 city mpg. Other models to look for are the completely redesigned 2010 Mustang and the 2009 Edge.

The time has come to shed any misconceptions you may have about foreign cars being the only option for fuel efficiency. We can rise to greatness even against the greatest adversity. Ford Motor Company proves this to the highest degree. At Select Ford Mercury of Williston, we are proud to be part of this great moment in history. Be part of it too!

**J.C. LaBar**  
Business Manager  
Select Ford Mercury

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**Mike Leach**  
Retail Division Manager

# Spring Products Outlook

It's that time of the year when the weather is cold and we are all thinking of spring. As for me I will be going to the spring buying show in Minneapolis. I will get to see all the new, cool items for the upcoming spring. When you get the chance, stop by. I will tell you if I found something that you just have to have or you just can't live without.

What can you expect in our lawn and garden area this year? The newest item coming this spring is the Ferris line of riding lawn mowers. They have a zero-turn with a suspension system allowing each wheel to move independently. Ferris zero-turn mowers were developed by engineers with landscape contractors in mind. You will need to be sure to stop in this spring and take a look at the new Ferris line.

I was talking to our Snapper distributor and the LT200 lawn tractor is expected to still be the strong seller in their

line. If you are in the market for a new lawn tractor this upcoming spring you will have to stop in and see them. As for Honda, it does not look like they have anything new on the lawn mower end of things. But they do have a new generator. It is the EU2000 in a camo shell. Still lightweight and portable, it's a great one for the camper.

Some heads up on T-posts and barbwire; we are expecting the prices to level off. I believe the prices will not be much different than last year. As they are right now, they look like they will be down a little. A lot of it will depend on what happens with the auto manufacturers.

Twine prices look like they are going to be about the same as last year, but we can hope that they might be down a little. I have not seen the new prices on the sisal, but the plastic twine has dropped a little in price. I will most likely have final prices in February. #

## Brain Teaser



**There's an auction house with 7 ranchers (no auctioneer)  
Each rancher has 7 trailers  
Each trailer has 7 cows  
Each cow has 7 calves  
How many legs are in the auction house?**

Log on to [www.horizonresources.coop](http://www.horizonresources.coop) for the answer!  
If you don't have internet access, give us a call at 1-800-247-1584!

		6			2		4	
1	9			6				
		2	5			9	6	
6						7	8	
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### How to play:

1. Fill the grid so that the numbers 1 through 9 appear in each row.
2. Fill the grid so that the numbers 1 through 9 appear in each column.
3. Fill the grid so that the numbers 1 through 9 appear in each 3x3 box.

**Answer Key:** Page 25



Rob Osborn

Contact Rob Osborn for an insurance review, because "It's Always Something."



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# The Effect from the Market



Jeff Wagner  
President/CEO

Wow, what a difference a few months can make! In the last issue of *On The Horizon*, I wrote about the impact that the high crude oil values were having on all energy related products and that crop input costs continued to show strength.

At the time of my last writing, grain prices had been holding their own, although grain commodities were not trading at the levels that they were in the fall of 2007. They were at levels that were still higher than what we typically had seen previous to 2007.

I won't even attempt to give an explanation as to what has happened since my last article. One observation I want to make is, have you noticed that the "experts" that were telling us that crude was headed to \$200.00 a barrel are no longer offering their opinions?

Instead, we have a whole new bunch of "experts" extolling their wisdom on us, claiming that if crude dropped below \$40.00 a barrel, the bottom would completely fall out of the market. I stated that I wouldn't offer an explanation and I won't. I will however offer my opinion on the subject of crude oil price values. My opinion is that crude oil will most likely be priced somewhere between \$30.00 and \$100.00 (not exactly willing to go too far out on the limb am I). Although the lower end is great in relationship to the price we pay at the pumps, it doesn't provide for a very stable local economy.

Grain pricing has the same effect on area producers and businesses. Realistically I do not think anyone expected grain prices to remain as high as they were last year, but wouldn't it be nice if they remained somewhere between where they were and where they

are now. I guess what I am driving at is that we need market stability instead of the huge fluctuations that we have recently experienced. These fluctuations make planning and budgeting very difficult. If you timed the market perfectly, you were more lucky than good. If you happen to be on the wrong side of the market for whatever reason, there are those that will insinuate that you were a speculator trying to take advantage of a situation.

Our philosophy at Horizon Resources is to be an equitably priced, dependable supplier of products and services to our member owners. We base our purchasing and selling decisions on the knowledge that we gain from industry specialists, historical factors and intuition that we have developed from being involved in the business for a very long time. Sometimes you can use every tool available to make a prudent decision only to have it greatly affected by unforeseen (hopefully never seen again) situations.

Two of our divisions have suffered setbacks due to market instability in the fourth quarter of this year. The Grain Division was affected like many of our growers were when durum prices dropped at a rapid rate. We had some unsold bushels in inventory when the prices started to fall. Consequently we ended up in a position of taking a loss on some of the bushels that we handled. The Agronomy Division suffered a similar fate in the fourth quarter when nitrogen and phosphate prices fell dramatically. As John Salvevold, the Agronomy Division Manager, indicated in his last article some of our product had been purchased as far back as April of 2008. Our emphasis at that time was to have adequate supply for our fall season and to have some of our spring product on hand for pre-sales. Typically, that is the right thing to do, as we all now know, there was nothing

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## horizonresources Solutions for your success.

Hello from Savage Agronomy. I'd like to thank everyone for your business this past season and look forward to next year. We hope you and your family had a wonderful holiday season. We wish you the best in the year ahead.

Last year was a challenge to say the least. Input prices have fallen and we've received some decent moisture this fall. Hopefully things will look more like normal next year. A lot of fertilizer didn't get spread this fall due to late harvested corn and uncertainty with sugar beets. I would like to remind everyone we are expecting an extremely busy spring so application timing is going to be a big challenge. If you are planning on spreading in the spring, we encourage you to stop by and line some up. Also, this is a great time to preorder grain bins to take advantage of early order pricing.

We're planning a grower meeting some time at the end of February. I'll get invitations out soon. If you have any suggestions on what you would like to learn about, I would love to hear them. Right now I'm looking at adjuvant training and a new crop protection product update. I'm also trying to get a representative from Simplot to talk about Avail, a phosphate treatment that looks promising.

As always, we are here to help with any questions or concerns you might have. Again, thanks for your business and be sure to stop in and have a cup of coffee.

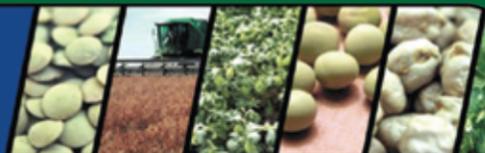


**Justin Schmierer**  
Savage Agronomy Manager

# SUDOKU

## ANSWER KEY

5	8	6	7	9	2	1	4	3
1	9	3	4	6	8	5	2	7
7	4	2	5	1	3	9	6	8
6	2	4	1	3	9	7	8	5
8	1	7	6	5	4	3	9	2
9	3	5	8	2	7	4	1	6
4	5	8	2	7	1	6	3	9
2	6	9	3	4	5	8	7	1
3	7	1	9	8	6	2	5	4



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#### SW Salute

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- ◆ Medium Seed Size

### Green Field Peas

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- ◆ Average Agronomics
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#### Cruiser

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# Scholarships for Students

**H**orizon Resources will once again be awarding 8 students with scholarships to further their education in 2009. Two \$1000 scholarships and six \$500 scholarships will be awarded to the successful applicants upon the completion of their first semester. A 2.5 GPA or better is required of the scholarship winners during the first semester at the accredited college, university or trade school, prior to the awarding of the scholarship. Applications must be post marked March 31, 2009. For complete details or to download an application, check us out on the web at [www.horizonresources.coop](http://www.horizonresources.coop). You can also call 1-800-247-1584 for more details.



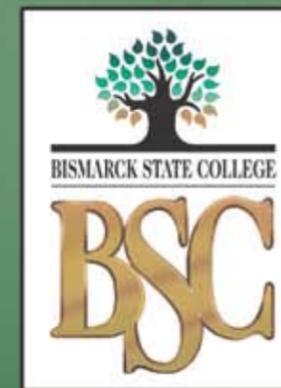
**North Dakota Propane Gas Association Scholarships**  
To date the association has awarded \$20,000.00 in scholarships. This year, two students will each be awarded with \$1,000 scholarships. The scholarship winners are awarded the scholarships each year at the NDPGA Convention Awards Banquet in June. Applications must be received by March 31. For complete details and to download an application, go to [www.ndpropane.org](http://www.ndpropane.org) and click on "Scholarship Program" under the "About NDPGA" tab, or call 701-223-3370.

**North Dakota Grain Dealers Scholarships**  
This Educational Foundation was founded in 1980. Its purpose is to provide scholarships to students in agricultural curriculums at North Dakota institutions of higher learning, particularly for those students pursuing careers in grain marketing. Ten \$750 scholarships are being awarded this year. Application deadline for scholarships and grant proposals is September 30, 2009. For more information and a list of the curriculums students must major in, go to [www.ndgda.org](http://www.ndgda.org) and click on "Educational Foundation" or call us at 701-235-4184. You can also download the application on our web site.



## CHS Foundation Scholarships

The CHS Foundation offers three scholarship programs that focus on developing future leaders in agribusiness and production agriculture. We have a High School Scholarship Program, a Two-Year College Scholarship Program and a University Scholarship Program. 25 \$1,000 scholarships will be awarded for the High School Program, 50 \$750 scholarships will be awarded to first-year agricultural students attending a two-year college and nearly 150 \$1,000 scholarships will be awarded to students currently studying agriculture at select universities around the nation. For more details and deadlines for each of these programs, visit us online at [www.chsfoundation.org](http://www.chsfoundation.org).





Jeff Watts  
Energy Division Manager

# Keeping Your Fuel Defrosted

Most of you probably didn't know that I grew up in Brookings, South Dakota, which has a climate similar to our region up here. When I was growing up I loved the four seasons and particularly enjoyed winter. If I had known then, what I know now, I would not have picked the winter season as my favorite. Winter used to mean snowball fights, snowmobiling and ice fishing; now it means customers with diesel fuel gelled up!!!

At the time of this writing the high temperature for the day will be -16 degrees, and with the wind chill factored in, -37 degrees. Some of our customers are calling us to report that they can't figure out why their 50-50 blend of fuel is gelled up. For your convenience, I have compiled a chart as it pertains to the CFPP (cold filter plugging point) of diesel in relationship to its specific blend.

- 100% #2 = +10 degrees F**
- 80% #2 + 20% #1 = +4 degrees F**
- 50% #2 + 50% #1 = -5 degrees F**
- 20% #2 + 80% #1 = -14 degrees F**
- Wintermaster Winterized Premium Diesel Fuel -30 degrees F**

Note: This chart is for guideline purposes only. Diesel fuel low temperature characteristics may vary substantially from one source to another and this chart assumes the product meets typical specifications.

This winter the upper Midwest has experienced lower than normal supplies of #1 fuel. Primarily this is due to the refineries trying to meet late season demands for the use of #2 fuels for the delayed harvest in many areas, and for the demands that were created for unexpected industrial usage (oil field).

I feel certain that we can expect supply issues into the spring season on #2. The refineries will be forced to delay production of #2 in an effort to catch up on the winter demand that we are presently seeing for #1. In all actuality the petroleum industry has never caught up from the switch over to the production of the federally mandated ultra low sulfur diesel fuel.

We recently purchased another semi tractor and trailer in addition to replacing one of our older units to better service the increasing demands from within our division. Horizon Resources was named as Cenex Branded Fuels largest dealer of product going to an end user. This distinction would not have been possible if it had not been for our extremely loyal and ever expanding customer base.

I want to thank our customers for their continued support of Horizon Resources. I also want to express my gratitude to all of the individuals who are involved in our petroleum division!



## Get to know your Board of Directors

### James Folvag

Married - Gale  
2 children & 4 grandchildren  
Grain farmer and cow/calf operation

**Serving on:**  
President of Good Luck Township

**Has Served On:**  
St. Olaf Church Council  
Grenora Farmers Elevator Board  
Prairie States Grain Cooperative Board  
Williams County Farm Bureau

**Hobbies:**  
Enjoys trapshooting



### Mark Ellis

Married - Shelley  
Children - 2 children  
Small grain farmer and cattle operation

**Hobbies:**  
Enjoys hunting and fishing



### Les Bean

Married - Marla  
3 children  
Raises durum, spring wheat, lentils, peas and alfalfa  
Cattle operation

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# Helpful Household Tips

## Cleaning

**Drain de-clogger:** 1/4 cup baking soda and 1/4 cup vinegar. Pour baking soda down drain first then follow with the vinegar. Close drain and let sit until bubbling has stopped then follow with a bucket of hot boiling water.

**Children's stickers** can be removed from wood by applying white vinegar to the sticker, letting it soak and then scraping off.

For more effective dishwashing, add a few tablespoons of vinegar along with the dishwashing detergent when washing dishes. The vinegar cuts the grease and leaves the dishes sparkling.

Clean those dirty, dusty, mini-blinds in your house in a snap! Fill the bathtub with warm, soapy water and let the blinds soak. If they are white blinds add a little bleach to get rid of any stains.

Rub a cut lime over the surface of a cutting or breadboard to remove onion, garlic or fish smell.

**Buildup on shower doors:** Wipe with lemon oil. Removes buildup and keeps doors protected longer from future buildup.

Run your sponges through your dishwasher every few days, and dispose of them every few weeks. They breed bacteria because they do not get the opportunity to dry out in between uses.

**Garbage disposal:** if you've got a lemon that's a little past its prime, cut it in quarters and run it through your sink disposal to freshen your drain.

Use an alcohol (isopropyl)/water solution for cleaning mirrors. 1 part alcohol to 4 parts water. Cleans with no streaks. Coffee filters make great glass cleaning cloths.

**Cleaning the blender:** Add a few drops of detergent, fill halfway with hot water, and turn on blender for a moment. Rinse and dry.

## Making Life Easy

Zipper won't stick if you rub them with the edge of a bar of soap.

To remove pesky bottle tops and jar lids, don a pair of rubber gloves. Or twist a fat rubber band around the lid, then twist open. Works like a charm.

Place a piece of white chalk in your silver chest or jewelry box to absorb moisture and help prevent tarnishing of silverware and jewelry.

Freezers run more efficiently when they're three-quarters or more full. When provisions drop, fill milk cartons or jugs with water and put them in the freezer to take up empty space.

## Pests

Spread some ground cinnamon where you think the ants are coming in to the house.

Dab lavender oil on your pulse points; it smells great on you but repels insects.

To prevent mice from gaining entry to your garage, stop up any openings with steel wool pads. Mice will not chew through these!

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