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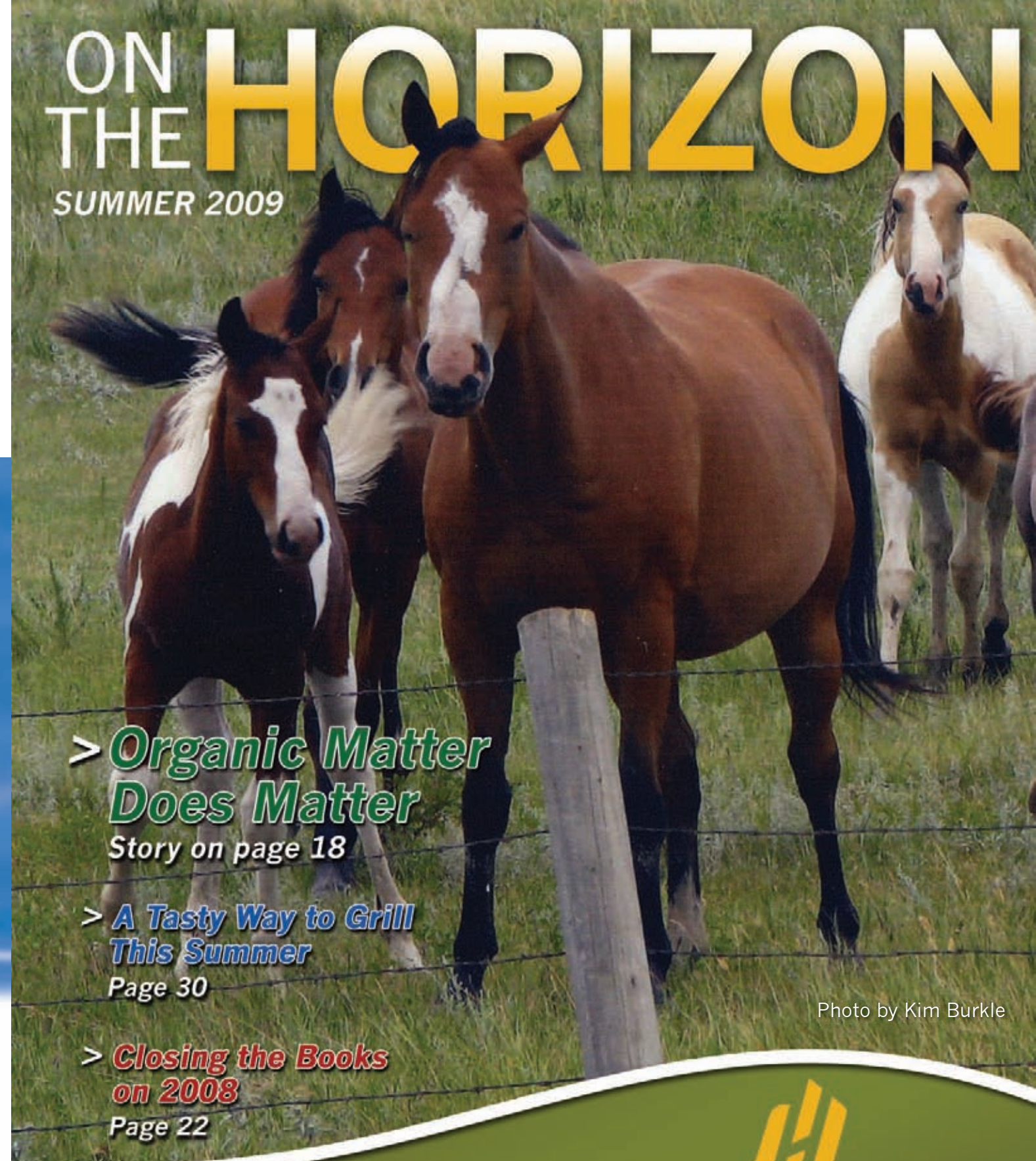


Photo by Kim Burkle

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Does Matter**
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on 2008**
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Ken Heen



Ken Kjos



Bob Rude

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Finally! That is the feeling that I have toward the snow finally melting and giving way to warmer and longer days! The warmer and longer days also mark the beginning of a new growing season. Hopefully this growing season will be much better than the one we just went through. Hey! Mother Nature! Hello, did you hear that? Yes, a better year than last, so please send us some timely moisture and just the right amount of heat. I agree that is a tall order. But, you are the awesomely gorgeous and all powerful Mother Nature! No, I'm not trying to sweet-talk you to get what we are asking for! WOW! Those are some superb mountains you have there, and that Grand Canyon is amazing and the river that runs through it is sure powerful! What was that? You will see what you can do...great!

Flattery...it can't hurt!

Acreage intentions will again play a role in determining the direction of wheat markets. USDA's Planting Intentions report indicated that all wheat acres will be 58.638 million acres, which is down 7% from last year. The break down of spring wheat and durum planting intentions looks like this; spring wheat is shown at 13.304 million acres, a reduction of 6%. North Dakota's spring wheat acres will decrease 3%. 6.6 million acres will be planted in 2009, compared to

6.8 million acres in 2008. US durum acres also took a hit, with intentions of 2.445 million acres for 2009, a reduction of 286,000 acres. Durum plantings in North Dakota will be lower for 2009 as producers reported that they intended to seed 1.6 million acres. This is 200,000 acres less than they planted in 2008. Planted acres of durum in Arizona and California are known. 2008 acres were 320,000 while 2009 plantings are 275,000 acres; a reduction of 45,000 acres or 85.937% of 2008.

"Hey! Mother Nature!
Hello, did you
hear that?"

In our trade area, I think we will see spring wheat and durum acres close to what they were a year ago. There may be a slight reduction with those acres going to pulse crops. However if we have a late spring I anticipate to see more spring wheat and durum being seeded.

What the price will be is always a popular question. I think with domestic and world stocks growing, it will be difficult for wheat prices to rise too much. In the March USDA supply and demand report there were significant increases in all the classes of wheat. The classes that are of most interest to us are durum and spring wheat. Durum showed ending stocks of 33 million bushels, which is up 12 million bushels. Spring wheat ending stocks were 183 million bushels, up 23 million bushels. The increase in ending stocks on both of these commodities, was in part a result of domestic use and exports being lower. To have a chance at better prices for spring wheat and durum, this will have to change. To increase use it basically comes down to the market trying to find a level at which more purchases will be made and if that is not happening at current levels then the price must go lower to find where the business can be done. World production will probably have to suffer as well allowing for more homes to open up for US spring wheat and durum.

The current delayed pricing program will expire at the end of May. If you have grain on delayed pricing and wish to roll it into the new program, all that needs to be done is to pay up the storage (can also be charged to your account) and sign a new contract. Contact your local substation to roll the contract and for details on the new delayed price program. 📞



Brian Fadness
Grain Division Manager

2009 ACREAGE INTENTIONS

PROPANE SAFETY



Even though it is May and winter is a long way off, it is time to think about your propane for next winter. With summer coming it usually brings the lowest propane prices of the year. Be sure to get your tank filled soon to beat the expected winter price increases. Another thing to keep in mind are propane contracts. Contracting is a way of managing your risk. It doesn't guarantee that you will have the lowest price of the year, but it does guarantee that you will lock in a price. This locked in price will not go any higher.

The one thing you may be anxious to do with propane is to get your gas grill out for the season. Before you do I would like to offer a few safety tips.

- Check the tubes leading to the burner for leakage.
- Check for leaks every time you replace the bottle. Pour a soapy solution over the connections. If bubbles start to form there is a leak. Putting the soapy solution in a spray bottle makes it much easier to apply. If there is a leak, turn off the grill immediately and have it repaired. Do not use the grill until it is repaired.

- Make sure all of the connections are secure before turning on the gas.

- Never start your grill with the lid closed. Gas can accumulate and when the grill is ignited, it could cause an explosion.
- Only get your propane from a qualified supplier.
- Before getting your propane bottle filled, check for any damages to it.
- Never store a propane bottle indoors or near any heat source.
- Always shut off the propane at the grill and the bottle after you finish, otherwise this could lead to fire hazards such as leaks and faulty regulators.
- To avoid accidents while transporting propane bottles, people should transport the bottle in a secure upright position. Never keep a bottle in a hot car or trunk. Heat will cause the gas pressure to rise which may open the relief valve and allow the gas to escape.

Grills manufactured after October 1, 1995, are required to have three new safety features to eliminate leak hazards:

1. A device to limit flow in the event of a hose rupture
2. A mechanism to shut off the grill
3. A feature to prevent the flow of gas if the connection between the tank and grill is not leak proof.

A barbeque is a great time to spend with friends and family so grill safely and have a great summer! 🍷



Jeff Watts
Energy Division
Manager



The Alamo Elevator STILL STANDS TALL!

Each country elevator has a personality, no two are the same. Standing tall above the Alamo skyline is the Horizon Resources elevator, a hub of activity, especially during harvest.

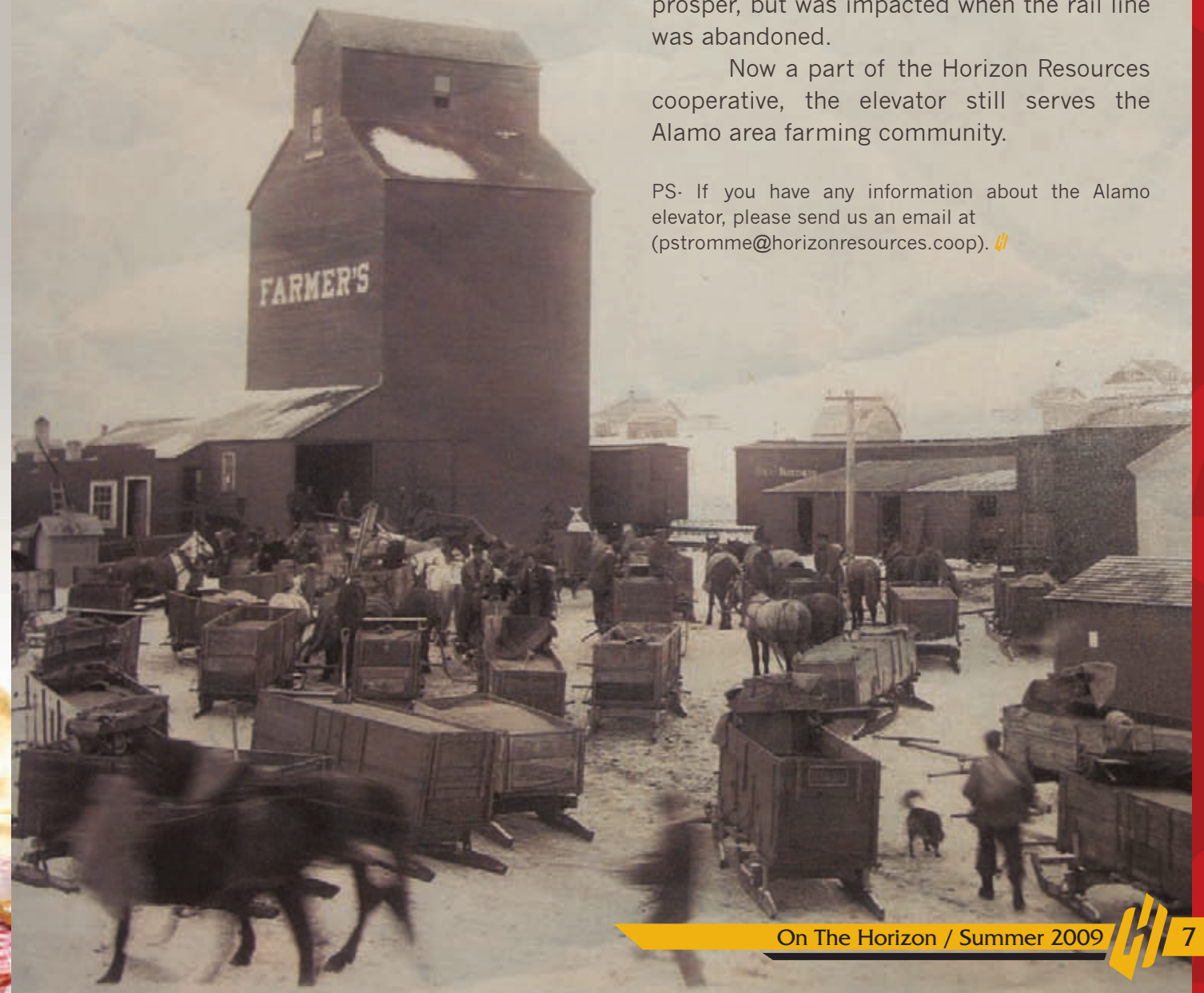
Not everyone agrees on the exact date, but 1916 seems to be a consensus year that the first section of the elevator was constructed along the new railroad tracks that had just been built through Alamo and farther north.

The photo of the sleds hauling grain to the elevator on a cold winter day is also the focus of debate. It was believed to be taken in Alamo, but further examination reveals that, although it is from the area, it may not be the Alamo elevator.

The facility continued to grow and prosper, but was impacted when the rail line was abandoned.

Now a part of the Horizon Resources cooperative, the elevator still serves the Alamo area farming community.

PS- If you have any information about the Alamo elevator, please send us an email at pstromme@horizonresources.coop. 🍷



Maximizing Beef Cow Fertility

Optimizing beef cow fertility is crucial to the economics of beef cattle production. Total conception rates, as well as first cycle conception rates, may be the two most important factors affecting total pounds weaned, cow productivity and ranch profitability.

This is evidenced by the age-old practice of selling open cows in the fall as being the leading criteria for culling management.

Fertility rates are greatly affected by nutrition. Beef cows are bred during peak lactation and therefore need adequate and balanced supplies of protein, energy, vitamins and minerals. There has been abundant research that shows body condition score (BCS) at calving is tied very closely to reproduction. Mature cows should be in a BCS of 5 plus and 2 and 3 year-olds, and older cows should be 6 plus. The majority of weight loss from cows in a BCS of 5.5 or less is muscle. Consequently, thin cows at

calving have vastly increased nutritional requirements, which will most certainly require protein and energy supplementation. Cows in optimum body condition going into breeding and consuming adequate supplies of highly nutritious forage may not require protein and energy supplementation. Forage and water analyses, ration balancing and genetic evaluation will more precisely determine nutritional requirements.

All cows will require a high quality free-choice mineral that is being consumed at the desired rate of intake. This free-choice mineral must be fortified with the required macro minerals, trace minerals and vitamins. Free-choice mineral is normally consumed to fulfill the cow's nutritional wisdom to seek phosphorus. Green grass generally contains moderate to high levels of phosphorus. Therefore an adequate mineral may include a phosphorus level as low as 6 percent. If the free-choice mineral's phosphorus or

magnesium level is too high, intake is compromised with a resultant nutritional deficiency of other components of the mineral product.

Most research trials indicate that any well-designed, free-choice breeding mineral program will include chelated trace minerals. Most of the forages in the Great Plains are deficient in copper and zinc, and antagonists (tie-ups) are likely in many of the forages and water. Chelated trace minerals come in all shapes and sizes, some good--some not as good. They are also included in free-choice minerals at varying levels, some at the proper levels--some only as tag dressing. Industry standards include chelates at 1/3 of the total trace mineral level.

CHS NUTRITION supplies various products under the PAYBACK BRAND designed for range cow supplementation - prior to, during and after the very important breeding season.

Protein and energy supplementation products may include Range Cubes, Smartlic Tubs or QLF Liquid Supplements.

Ultramin 12-12 Mineral and Ultramin 12-6 Mineral are highly fortified free-choice minerals that contain Zinpro chelated copper and zinc at industry standard levels. They are highly palatable, include yeast, and are weatherized to assure consistent consumption. These products are nutritionally engineered to maximize range cow fertility. Maximizing beef cow fertility requires many important management decisions.



Kim Hager
Beef Nutritionist
CHS Nutrition

Proper nutrition and supplementation is vital to the reproduction process and ranch profitability. 🍷

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CREEP FEEDING FOR MORE VALUE!

Creep feeding has become a common method of increasing value in calves and provides a supplemental supply of vitamins, minerals, protein, and energy to calves on grass. When done correctly, creep feeding has become profitable for many ranchers.

With the changes in genetics, we see higher weaning weights and higher slaughter weights with calves still finishing in the same time frame. Some early creep feed trials were disappointing due largely to the products they were feeding. For example, oats used to be considered acceptable for creep feed. One of the problems with this is that the conversion on oats is 10 to 1. 10 lbs. of oats to 1 lb. of gain. It also does not compliment grass as well as an all fiber creep. With an all fiber creep you can expect a 5.5 to 1 conversion. We see 60 to 80 lb. gains on creep feed.

Producers who creep feed have found that the best gains are attained when grasses have matured and we are going into our summer heat cycle. Creep feeders in our area are generally put out after the 4th of July and used for a hundred day season.

Several years ago, I did a trial on creep with the calves of 2 and 3 yr olds. We weighed the cows and calves and put them in adjoining pastures sharing the same water source. One side was crept fed, the other was not. In October we pulled the cattle out and weighed all of them again. What we found was a 60 lb. additional gain on the crept fed calves, but the biggest difference was in the cows. The cows on the crept fed side were 74 lbs. heavier. There was additional grass in that side for the cows because the calves were at the creep feeders. Some trials suggest a third more grass.

Creep feeding helps at weaning time also. Calves are used to eating and know what feed is. Less stress is involved and there are less health problems when they go to eating right away. Our creep feed is highly digestible, contains adequate levels of vitamins and minerals, and is available with or without Bovatec. Creep feeding will fill the nutritional gap between the calf's nutrient requirements and the pasture diet. 🍴



Dick Sorensen
Feed Consultant
CHS Nutrition

[Creep feeding has become profitable for many ranchers.]

Contact your local Horizon Resources dealer about the benefits of creep feeding.



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SUMMER FILL PROGRAM

Customers purchasing bulk propane at Horizon Resources between May and August are eligible to win a brand new Charbroil Grill!

Drawing for prize will take place at the end of August.
*Actual model may vary.

A Good Life

OLIVER SOVICK

Remembered

Oliver Sovik makes the short trip from his home in Alamo to the Horizon Resources elevator at least a couple of times a week, just to keep up with what's going on. For all of the years he farmed, and by his account it was over 50, Oliver was a steady patron of the elevator in Alamo, hauling grain from his farm about 4 miles northwest of the town.

His father started the family farm in 1904, and would share stories about walking to Wheelock, North Dakota to get his plow shares sharpened, and they would have to haul grain to Wildrose. Around 1916, the first section of the Alamo elevator was built along the railroad tracks and soon the Sovicks were hauling their grain to Alamo, even in the winter. Oliver chuckled when questioned

about the severity of the winter of 2008-09. "Oh this isn't bad", Oliver said, "we had a lot worse winters than this. My dad told me that it took a lot of skill to guide a sleigh full of grain along the paths to Alamo. There were several times when two sleighs would meet and one would have to move off the path. He said that several times one sleigh would end up tipped over or stuck."

Oliver was not quite able to remember the exact year, but in the early 50's, his dad turned over the reigns of the family farm to him. "I was around 16 years old. Dad had let me farm my own field for a couple of years." The family farm had grown to about 6 quarters of land by then, 6 quarters that "kept you

humping" according to Oliver. Wheat was less than two bucks a bushel, and there were challenges like drought, hailstorms, grasshoppers and low commodity prices. To keep things on a more even keel, Oliver also had livestock..."sheep, cows and pigs, but mostly sheep".

Oliver continued, "farming is a lot of hard work, so you keep grinding away at it. With a little, well actually with quite a bit of luck, you'll make it."

Still farming, for the most part, was a good life for Oliver and his family. He enjoyed being able to do what he wanted to do, "with no one cracking the whip on you. Not that you could slough off, but if you miss a day no one would fire you."

Eventually he expanded the farm to around 17 quarters, which he ended up renting out when he retired.

As far as family, Oliver and his wife Arlys raised three daughters, Brenda (Boles), Debra (Moe) and Sandra (Simonson). None of the daughters are farmers or are farm wives. They live as far away as Houston, Texas, and as close as Tioga and Crosby.

Oliver and Arlys eventually moved to Alamo where Arlys worked in a service station for 30 years. In 1974 they built a home in Alamo, and now fill their days with activities like playing cards, visiting with neighbors, most of whom are also retired farmers, and making trips to the elevator for coffee. Not because he has nothing else to do, but because Alamo, and the elevator, have always been part of his life for as long as he can remember. 🍷

Farming is a lot of hard work, so you keep grinding away at it.



Father Mows Best Lawnmower Giveaway

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July 26-29 at UMM Camp

Senior Camp (grades 7-12)

Heart Butte FU Camp. (Date options)

Register@ www.ndfu.org

Contact Janice Cushing, WCFU Youth Director, 701-664-3854

Spring Thoughts...

When this publication comes out in May, many of you will have already started seeding and completed your planting intentions, but I still wanted to review some crop management and marketing thoughts.

This past year, we saw several samples of root rot diseases from small grains to pulse crops. I cannot stress enough the importance of having a healthy plant during the growing season, and it all starts when that seed is put into the soil. Seed treatments provide protection to the seed and seedling as it grows. Our soils hold many different fusarium disease species that can affect plants. If we get the right weather and soil conditions, these diseases can increase and attack the seed or plant. Please check with your county extension agent or agronomist for a complete recommendation.

We get many calls each year on how much to seed for a certain crop. That is always a difficult question to answer because it can vary. Seeds per pound in a sample can vary each year because that seed can be larger or smaller from the previous year and the test weight can also vary. Also there can be a large difference in seeds per pound among varieties. So if you change varieties, and that variety has more seeds per pound than your previous variety, you could be seeding well over what you intended. Our recommendations are usually from an average that has been observed with that certain variety over a period of testing years. I know from experience at our farm, when we were seeding McNeal spring wheat, the seeding rate varied by 15 pounds over a five year period. Seed can get expensive, so it is a good idea to have a seed count completed on your seed lot to assist you in determining the seeding rate.

By doing a 1,000 or 100 kernel count and completing a couple simple calculations, you can determine what your seeding rate should be, versus just guessing what could be a good seeding rate is for that particular variety. Producers are welcomed to stop by the WREC and have a kernel count completed on a sample.

Looking at the market situation, Frayne Olson, NDSU Extension Crop Marketing Specialist, wrote in a recent column that one of the key indicators to review is the ending stock ratio for wheat, soybeans and corn. The current stock-to-use ratio for wheat is 29%, compared with a 15-year average of 26% and a 13% ratio in 2008. One can see why we saw a huge spike in the market because of that very low ratio. The current ratio for corn is 15%, compared with a 15-year average of 14% and a 12% ratio in 2008. The current soybean ratio is the tightest at 8%, compared with a 15-year average of 10% and a 7% ratio in 2008. Also keep in mind that winter wheat and soft white wheat plantings were down making room for the potential of more acres for corn or soybeans.

For pulse crops, I think we will continue to see field pea acres increase, as well as lentil acres, because of fertilizer prices and a good market. Other crops from what I gather also have fairly good prices, so shop around and see what you can find! #



Chet Hill

NDSU / MSU Area Extension
Specialist - Williston Research
Extension Center

A FRESH START

Spring always brings a sense of renewal to farmers and agronomy dealers, and after this past winter we all need a fresh start. With record snowfall and winter seeming like it lasted forever, hopefully all of the ranchers have made it through calving season and farmers are getting things done in the field. For agronomy dealers, we need to get through this spring so we can all have a fresh start in the crop nutrient world. Last

winter was brutal economically on any dealer who had purchased fertilizer for fall application. In a normal year, dealers buy fall fertilizer in the summer for fall application. With

worldwide demand, high commodity prices, and supply and demand issues last year, we actually started buying fall fertilizer in April last spring. As summer turned into fall, prices dealers paid for urea went as high as \$860 per ton in September. Those same tons are being sold for less than \$500 now. All or most dealers had a great percentage of their fall fertilizer in their bins or had it bought when the markets crashed in October. This kept both dealers and farmers from buying or applying any more fall fertilizer.

I don't know the final tally, but in talking to dealers in North Dakota, we are estimating a loss of fertilizer values in North Dakota alone of \$100 to \$200 million. We are trying to laugh about it and call 2008 "practice", but those losses are hard to stomach. We may see some dealers that will not be here next year which is really not a laughing matter.

In the spring of 2008 we saved our customers a lot of money by buying early at the right time, and being able to operate our new hub plant. The final phosphate tons that I figured we sold, that would have been bought on the open cash market last spring without our hub plant, was about 4,560 tons. The savings per ton depended on how much each plant held, along with total volume sold.

This averaged out at \$227.28 per ton with Zahl saving the most money at \$264 per ton. Along with this, Horizon Resources paid back 12.497% on all agronomy purchases in 2008, making the total amount saved per ton on phosphates \$316.41 in the spring of 2008.

We appreciate our loyal customers and they will always be the first people to be offered the best price at the best time. Dave Franzen stated at the Wheat Show last February that, "you can not save enough money shopping for your fertilizer to make up for having it available when you need it."

After the spring season I hope to see the crop nutrient markets return to some normalcy and not be dictated by supply and demand or hurricanes.

How about those weeds? In regards to the shifts in weed pressures and weed species, along with tolerance or resistance issues with some crop protection products, please ask. In many cases, using a \$3 per acre treatment may cost you \$20 to \$30 in yield, over and above a \$6 per acre treatment that would have killed all of the weeds. "You get what you pay for," and "the most expensive crop protection product treatment is the one that did not work." Those are my two favorite sayings and are spot on in a lot of cases. Some weeds such as wild oats are a lot more costly in robbing yield than green foxtail would be. Keep that in mind when you think you do not have wild oats, or are reducing the rates of the crop protection product you are using because you do not think you have wild oats. 15 years ago it cost about \$13 to \$15 per acre to control wild oats and green foxtail, and would get 70% to 80% control. Today, you can get close to 100% control with less than \$12 per acre.

With a lot of chemistries coming off of patent, we have actually seen crop protection product prices come down in this time frame along with new crop protection products that perform better. In the last 10 years crop protection products have really become a lot more confusing with resistance, different crop rotations and changing weed species and pressures. That is why I recommend asking questions. We work with crop protection products for months at a time after trainings and updates during the winter. Using the wrong crop protection

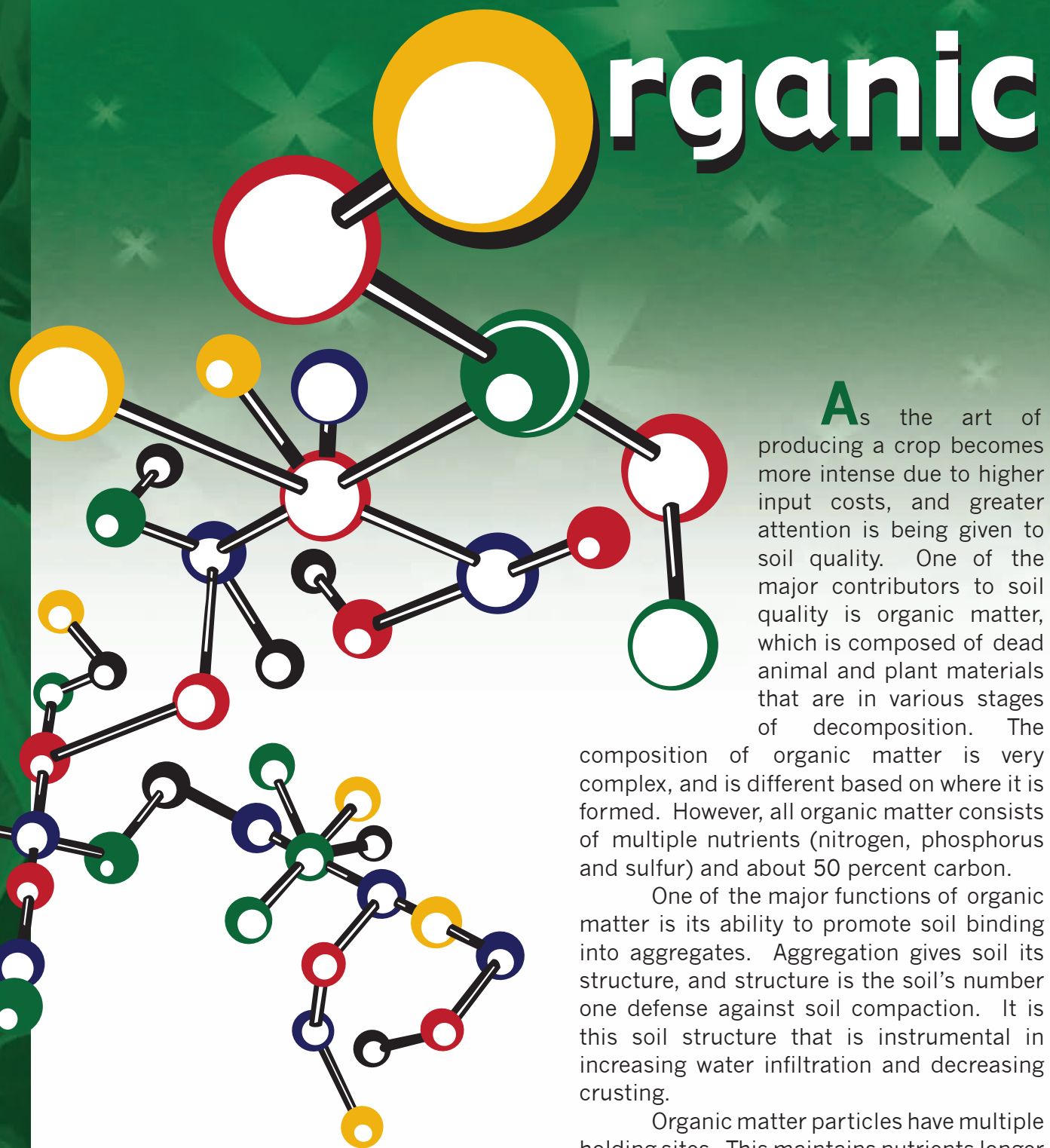
product at the wrong time could save you a lot of money on harvest expenses, as it could eliminate the need for harvesting. Even trying to save yourself into prosperity by buying from brokers or internet dealers usually does not work. In most cases you will not save enough money to cover mistakes made by wrong recommendations, travel time, shipping, or not being covered by warranties or complaints. Horizon Resources gave back \$54,096 to farmers from only one crop protection product company that would not have backed up the product if it was purchased more than 75 miles from your farm. In some cases you will get old product that they will not warranty or accept returns on. We are actually approached by some of these companies looking for old product that we want to move out or sacrifice. All full service dealers are forced to be competitive with this type of business, but we are operating in an entirely different business model. Any full service dealer could operate in a similar business model, but you would either have to pay a lot of extra money for any services offered or see services eliminated all together.

Our patrons want our services and our services cost us money. So we need to make money to pay for the services, and in the end, our profits are paid back to our patrons. Again, Horizon Resources paid back 12.497% on all agronomy purchases in 2008. This was over \$1 million in cash paid back to local farmers, not farmers in other parts of the state or private owners keeping the profits. If you ask any full service dealer, life would be easier for us if all we had to offer was price. We would get by with less than half of the employees we need now. We would not have to attend any product training or update applicator licenses in the winter. We could limit our hours since we would not be doing any custom work. Wow, I could actually get off by 6pm in the spring and not work all of the weekends. I could actually spend time with my family camping and fishing in May and June. Hmmm.....Wait a minute!!!!!! That will probably not fly, so I will forget about fishing until July. Have a safe spring and a prosperous growing season. #



John Salvold
Agronomy Division
Manager





rganic

Matter DOES MATTER

[North Dakota soils commonly contain 2-8 percent organic matter.]

As the art of producing a crop becomes more intense due to higher input costs, and greater attention is being given to soil quality. One of the major contributors to soil quality is organic matter, which is composed of dead animal and plant materials that are in various stages of decomposition. The

composition of organic matter is very complex, and is different based on where it is formed. However, all organic matter consists of multiple nutrients (nitrogen, phosphorus and sulfur) and about 50 percent carbon.

One of the major functions of organic matter is its ability to promote soil binding into aggregates. Aggregation gives soil its structure, and structure is the soil's number one defense against soil compaction. It is this soil structure that is instrumental in increasing water infiltration and decreasing crusting.

Organic matter particles have multiple holding sites. This maintains nutrients longer in the soil so they do not leach through the soil profile, out of reach of plant roots. David Franzen, NDSU Extension Soils Specialist, tells me that one percent of organic matter contains about 900 pounds of nitrogen per acre. It converts (mineralizes) a small percent each year for the plant, especially in the spring. About 10 to 40 pounds per acre, per year is mineralized based on temperature, precipitation and percent organic matter.

“Giving more attention to the organic matter levels of our tilled soils will be necessary if we hope to maintain and improve our current levels of food productivity.”

In this area, organic matter's ability to act like a sponge is very important in absorbing rainfall, infiltration into the soil and maintaining the moisture longer. Hilltops almost always have lower organic matter levels than the low lying areas. Thus, plants growing on the hilltops and slopes show signs of moisture stress earlier than the plants in the lower areas where there are higher levels of organic matter.

Plants and animals which live in the soil feed on organic matter. Frequent additions of fresh organic matter are needed to maintain large and vigorous populations of bacteria, earthworms, and other soil organisms, which have an important role of converting organic nutrients into forms used by the plants. Retainment of plant nutrients due to organic matter is most noticeable on sandy soils.

North Dakota soils commonly contain 2-8 percent organic matter. It is not unusual to find lower levels below 2% on sandy soils.

Current farm production practices, including reduced or no-till, favor the improvement of organic matter levels. The use of livestock manure, cover crops and perennial plantings can also improve soil organic matter levels. Increasing organic matter content is a much slower process than increasing the content of available phosphorus and potassium through fertilization. For example, if 6000 pounds of crop residues are incorporated into the soil, about 90 percent of this dry matter will be returned to the air as carbon dioxide or reduced to simple

salts and water. In this example, perhaps only 600 pounds will remain as stable organic matter or humus. Since the soils of North Dakota commonly contain 40,000 to 160,000 pounds per acre of organic matter, the addition of a few hundred pounds per acre is not going to have an immediate effect on the total organic matter content. Changing organic matter levels can be done, but it will require time and farming practices which leave plant residues on the soil surface. I compare this process to watching a seedling oak tree grow to maturity. Giving more attention to the organic matter levels of our tilled soils will be necessary if we hope to maintain and improve our current levels of food productivity. #



Warren Froelich
Williams County
Extension Agent



IT PAYS TO DO BUSINESS



WITH YOUR COOPERATIVE

Well, it's that time of year again. No, not spring, it's patronage time. We had our share of challenges in 2008 but ended up with a fairly good year. The patronage being distributed is \$10,116,033, with \$3,034,810 being paid in cash and \$7,081,223 being paid in stock. This is about 7% less than we paid last year.

If you have no idea what I'm talking about, let me explain. Horizon Resources is a cooperative, and thus if the cooperative is profitable, each patron gets to share in the profit. The first step in the process is to have a patron account or a charge account. Then each time you buy something at the cooperative, or when you sell grain to the cooperative, it gets recorded. At the end of the year most of the profit is divided up among all the patrons in proportion to the sales attributable to each patron. A small portion of the profit is put into Unallocated Reserve in accordance with our bylaws.

The chart to the right shows different percentages for different types of products. If, for example, you purchased \$1,000 of gas for your car during the year you would get $\$1,000 \times 15.35\% = \153.50 . Of this amount you would get 30% in cash and 70% in stock which would be \$46.05 in cash and \$107.45 in stock. You can also look at this on a per unit basis. For example, if gas or diesel fuel was \$2.50 per gallon you would save $\$2.50 \times 15.35\% = \0.38 of which you would get \$0.11 in cash and \$0.27 in stock. If you were buying fertilizer that cost \$700 per ton you would save $\$700 \times 12.497\% = \87.48 per ton of which you would receive \$26.24 in cash and \$61.24 in stock. As you can see it all adds up very quickly and many of our

Commodity	\$ Volume	% Paid Out	\$ Distributed
Spring Wheat	7,542,404.42	4.363	329,075.10
Winter Wheat	373,415.36	2.835	10,586.33
Durum	30,392,816.10	5.314	1,615,074.25
Oats	5,440.60	3.137	170.67
Barley	556,309.77	3.959	22,024.30
Peas	444,622.40	3.937	17,504.78
Merchandise	\$ Volume	% Paid Out	\$ Distributed
Wholesale	73,584,025.73	0.774	569,540.36
Industrial Sales	53,402,950.14	0.996	531,893.38
Commercial Sales	11,708,138.74	1.447	169,416.77
Agronomy Sales	28,122,886.20	12.497	3,514,517.09
Feed Sales	692,020.48	5.195	35,950.46
Merchandise Sales	4,326,389.41	12.988	561,911.46
Energy Sales	17,834,883.82	15.35	2,738,368.06

patrons will be getting a sizeable check. We like to think of it as the cooperative economic stimulus plan.

Now you are probably saying, "I understand about my patronage check but what about that stock". The stock that each patron receives is their investment in the cooperative. The Board of Directors reviews the financial health of the cooperative and decides when you are able to retire your stock. This is usually when you reach a certain age. The Board of Directors has recently been reviewing the stock retirement policies and should have a new policy very soon.

You may have heard the saying that, "It pays to do business with your cooperative". Now you know what that means, and I ask you what other business sends you a check at the end of the year? 🙌

I hope you have a great 2009!



Jim Radke
CFO

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CLOSING THE BOOKS ON 2008

On April 23rd Horizon Resources held its Annual Stockholder's Meeting at the Williston Event Center. If you were in attendance that night, thank you very much for sharing your valuable time with us. If you were not able to make it, I hope that this issue of *On The Horizon* will be able to provide you with a significant amount of the information that was covered at our meeting. Additional copies of our Annual Report are available at our office locations, please stop by and pick one up.

Overall company sales for 2008 were \$253,027,440 as compared to 2007 sales of \$216,918,259. Inflated pricing, as it relates to agronomy and energy, played significant roles in the sales increases for the year. Units handled were very similar to previous years in all areas except for grain handling. In that area we experienced a decrease in volume handled due to the short yields that we saw throughout our trade area.

Net savings for 2008 were \$10,821,702, which is down slightly from \$11,695,871 that was achieved

in 2007. Since the formation of Horizon Resources in 2006, we have been fortunate to have had cumulative net savings of \$27,060,459, allowing us to return \$7,545,021 in cash patronage to you, our owners.

Our featured speaker for this year's Annual Meeting was Leon Westbrook, Executive Vice President and Chief Operating Officer of CHS Energy Division. Leon's current responsibilities include refineries, pipelines, refined fuel sales, marketing and distribution, lubricants and propane. Leon joined the cooperative system in 1976 and managed three local cooperatives before joining the regional system. Personally, I have known Leon since 1981 and regard him as one of the brightest, most successful leaders and contributors to the cooperative systems! Leon provided our meeting attendees with an insight into CHS and the Cenex Energy brand. Leon and his staff work very closely with Horizon Resources Energy Division

Manager Jeff Watts to more thoroughly understand the complexity and the uniqueness of the region in which we operate. During Leon's trip out to western North Dakota, he was able to tour an operating drilling rig with Jeff, which allowed him to gain a better understanding of the role our company serves in the current oil industry.

Three Director positions were voted on at the meeting. James Folvag, Mark Ellis and Roger Bearce were re-elected as incumbents to serve three year terms. I am grateful for these, and all of our director's dedication and willingness to serve on our Board. I think it speaks volumes to our members that these individuals want to continue to serve and represent Horizon Resources stockholders. Our Board understands the scope of business in which we operate. They tirelessly challenge management to successfully propel our company forward. I thoroughly enjoy working for, and with them!

As I look at the 2009 year in which we are currently operating in, I feel confident that we once again will have a successful

year. Obviously, we have only completed one quarter of the year, yet I foresee continued financial success due to our company's diversification, commodity positioning, employee dedication and, most important, our customer's continued support. Our first quarter results are what we would typically expect at this juncture and place us right on track in relationship to our fiscal budget and projections.

I want to thank all of our advertisers for their continued support in making this publication possible. Our mailing list continues to grow as more people become aware of *On The Horizon*. If you know of someone that is currently not receiving our magazine and would like to have them added to the list, please contact our office. Additionally, if you have any comments or suggestions on any improvements that could be made, we would like to hear them. //



Jeff Wagner
President / CEO



NOT JUST ANOTHER

FIELD PLOT

The Answer Plot® Program Provides A Hands-On Local Experience

“There really was nothing else like it when we started, and there still isn’t to this day!”

Much like the evolution of the industry’s leading corn hybrids, the WinField Solutions’™ Answer Plot® program began with a strong foundation that has gradually improved. So much to the point that it has become one of the best agricultural programs out there when it comes to educating sellers, agronomists and growers alike.

The former Land O’Lakes Seed business, within the CROPLAN GENETICS® brand, created the first Answer Plot® site in 1998. They partnered with a few cooperatives in Iowa to provide a quality training program for agronomists and sellers. But as research plots put together by university extensions started to dry up due to lack of funding, the company saw the opportunity to step up and fill the gap with its Answer Plot® experience on a larger scale. This further positioned the company as a leader in the industry. Today the Answer Plot® program has blossomed into 138 separate sites with locations ranging from Maryland to Washington State,

Minnesota to Texas and everywhere in between. This includes Horizon Resources’ Answer Plot® for 2009 in the Sidney, MT area.

Each Answer Plot® site consists of roughly 3,000 trials that provide side-by-side comparisons of different genetics. These genetics are equipped with diverse traits, planted at multiple populations, and treated with numerous defenses against insects and disease. Interactive training sessions are held several times during the course of the growing season in which sellers, agronomists and growers are invited to take a look at how and why different varieties of corn, soybeans and other crops are performing better than others.

“There really was nothing else like it when we started, and there still isn’t to this day,” explains Kevin Eye, WinField Solutions™ brand director of Answer Plot® and agronomy seed services. “Our competitors that actually have demonstration plots are usually light on agronomic information, and they focus only

on the products they sell. Answer Plot® sites, on the other hand, encompass a wide portfolio of products including CROPLAN GENETICS® brand seed, AgriSolutions™ brand crop protection products and partnering brands such as BASF, Monsanto, Dow, Bayer Crop Science, DeKalb®, and NK® Seeds. Therefore, we’re able to take an approach that’s all about making observations, answering questions, and offering solutions to challenges encountered in the field.

The Answer Plot® program is a tremendous resource for the cooperative business model as it enables us to source products and chemistries from many different companies,” Kevin explains. “A lot of companies try to appeal to the growers’ emotional side when pitching their products, but we focus on providing growers with reliable, scientific-based data.”

The WinField Solutions™ brand R7™ approach to planning ties the whole Answer Plot® experience together by helping growers zero-in on the best agronomic strategies for

their most challenging acres. The seven “R’s” are placing 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.

Attendee feedback shows that the Answer Plot® Knowledge Event scores extremely high in educational value. When asked why they didn’t come sooner, growers usually said they were too busy to attend another sales pitch. But once they realized that is not what the event is about, they wished they had come sooner. Horizon Resources will be participating in an Answer Plot® for 2009 south of Sidney, MT on the Steve Lunderby farm. We hope to see you there. #



Curt Droogsma
Land O’Lakes / Croplan Seed



BLENDS

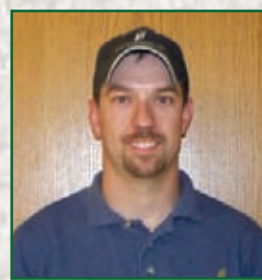
At the time of this writing, the calendar says that spring has begun. As I look out across the fields around Williston, I think it may take another month before any spring work can take place. When we finally do get into the fields, many growers will be calling and asking for fertilizer recommendations. Some will have the fertilizer spread and some will apply their own when they are seeding. No matter which way the fertilizer gets applied, there will be a set of numbers to go with every load. These numbers refer to the amount of plant food nutrients that will be applied on a per acre basis. Although these numbers may have a different meaning to different growers, they all correlate to the guaranteed analysis of plant food.

The guaranteed analysis of crop nutrients is the amount of nutrients such as N, P, & K on a percentage basis of 100 lbs. of product. Urea, which is the main form of nitrogen, is 46-0-0. This means there are 46 lbs of nitrogen in 100 lbs of Urea. Our phosphate is 11-52-0 and potassium is 0-0-62. We can combine any of these products to get many different plant nutrient blends. We are limited though in the amount of nutrients that we can get in 100 lbs. of product. That is where some growers get confused as to what they are asking for or what they are getting for a fertilizer blend.

Many growers in the sugar beet growing areas may ask for a blend of 150-50-20. This is 150 lbs of N, 50 lbs of P, and 20 lbs of K. We cannot make a 100 lb blend that has these quantities of nutrients. This is actually a blend with a guaranteed analysis of 34-11-5 that has to be applied at 431.5 lbs per acre.

Sometimes growers are asking for blends that are not possible, like wanting 80 lbs of a 50-25-0. It is impossible to make a blend with a guaranteed analysis of 50-25-0. 145 lbs of a 34-17-0 blend is needed to get 50 units of N and 25 units of P. This is where many growers get confused as to what they are actually asking for. We have had other dealers quote prices to growers that were considerably less than ours because the fertilizer dealer did not know what the numbers meant. The grower asked for 40 lbs of N and 20 lbs of P, which equals 116 lbs per acre of a guaranteed analysis of 34-17-0. The dealer was about half price because the customer got about half of the product he asked for. The customer actually was quoted for 40 lbs of Urea and 20 lbs of 11-52-0 that gave him 20.6 lbs of N and 10.4 lbs of P. By being shorted the 20 lbs of N, the customer could have lost up to 8 bushels of wheat per acre, worth \$40 to \$50 per acre.

While the guaranteed analysis is a part of every blend, it is more important that we get the right amount of nutrients applied per acre. This is where the Certified Crop Advisors here at Horizon Resources can help growers maximize their crop's potential before and after the crop is in the ground. 🌾



Brent Kjorstad
Williston
Certified Crop
Advisor



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Brodey's

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Jeff Isaacs, Owner

Brodey's Auto Care is now located in the Ray Service Station. Owner, Jeff Isaacs recently opened shop and is ready to handle all your car care needs.



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Shopping Spree Winners!

Congratulations to our three winners who won a \$100 shopping spree at one of our Horizon Resources Cenex branded C-Stores.

Agnes M. Digerness

Williston

Arlene Bieber

Fairview

Anna Stein

Ray



Williston • Ray • Fairview

Well they are here. I am talking about the Traeger wood pellet grills. These are a combination grill and smoker, heated by the same wood pellets that you smoke with. All you need is a little electricity and some of the flavored wood pellets. We have brought in six different kinds of pellets and a lot of different spices and BBQ Sauces. These are some great grills that are made in Oregon by a family business. You can go on to the Traeger web site and see all the different grills in their line or stop in and look at the Junior or the Lil Tex Grills we have on hand.

In case you have not noticed, ammunition is pretty hard to come by in certain calibers. The .223 cal., which is one of the most popular loads for varmints, has become a hard one to find. Pistol ammo in the most basic loads like 9mm, 40, 45LC are also hard to get. When I talked to the Federal Ammo rep, as well as all of our distributors, all they can tell me is that they are trying to get caught up. When it comes to rifles and shotguns, all of the distributors have been cleaned out and are trying to get more in. Most of them will say they are getting all their guns in at the same rate that they always have, but the backorder lists are so great that they go out as fast as they come in.

We all hope that by fall, everyone is caught up and we do not have this problem.

In the Williston C-Store, the one new thing we have brought in is PNR Brand jerky. This is an excellent tasting jerky with teriyaki, sweet and spicy, pepper and original flavors.

Stop in and see what we have to offer when it comes to Honda, Snapper, and Ferris. We think that you will be able to find the right mower to fit your needs.

As for some of items that we bought up at the spring show, look for some new solar light kits, a picnic table set and a great deal on a mechanics cart. These will have special pricing until our supplies run out.

Once again we will have fertilizer, blended by our own plant, that is blended specifically for our area. This is a great value for a 50 pound bag. ☺



Mike Leach
Retail Division
Manager



Cole Brookman
Grain Division

Cole is stationed in Baghdad. Horizon Resources plans to mail Cole a "goodie" package. Items for Cole should be dropped off at Horizon Resources main office.

- Drink Mixes (Tang, Gator Aid, etc)
- Individually wrapped snack items
- Chips in a can
- Hard candy
- Movies (VHS & DVD old and new)
- Small portable fans or misters - batteries
- Hand held games
- Black socks, green t-shirts
- Music (CD's old & new)
- Crossword puzzle books
- Disposable Cameras
- Pre-paid global calling cards
- Stationary & Journals
- Sunglasses
- Small footballs and softballs
- CD/DVD cases with zippers
- Anti-Itch cream (insect bites)
- Digital Cameras
- Lotrimin in the tube (athlete's foot)
- Fly paper / fly swatter
- Insect repellent
- Magazines any type - no porn
- Chapstick
- Saline nasal spray
- Hand/body lotion
- Power/protein bars
- Sting ease stick

RETAIL | 2009

A TASTY WAY TO GRILL THIS SUMMER!

A Family Tradition

The legacy of the Traeger family stretches back across the centuries to the Tauber River Valley of rural Germany, where Friederich Traeger and his family immigrated to the United States settling in South Dakota. As the Traegers became settled in their new homeland, they tried their hand at farming, blacksmithing, and operating a tavern.

During the Great Depression of the 1930's Joe Traeger, Sr. journeyed to Oregon, where he fell in love with the bountiful land of the Willamette Valley. Writing to the family in South Dakota, he convinced them to move to Oregon. The rest of the Traeger family joined Joe, Sr. in Mt. Angel, Oregon.

In 1939, Joe Traeger, Sr. and his brother Tony opened a business called "Traeger Brothers", a combination blacksmith metal fab shop, trailer building facility and cabinet making operation. Joe and Tony worked hard, and along with their perspiration came inspiration in the form of new inventions. Some of these inventions include the "stake setter", "pole bean stringer", and "screw-in-the-ground-anchor". Tragically, Tony would pass away in 1953, with Joe passing away the following year.

In 1959, Joe Traeger Jr. began working in his cousin Leo's heating business located in Mt. Angel. Three years later, Joe bought out his cousin's interest and took over the business, which supported his growing family of nine children. Sons Randy, Mark, Greg and Brian would join their father in this growing enterprise.

Although Traeger Grills are not a household word in this area, it won't be long before their reputation for cooking or smoking tasty meals outdoors will spread to back yard grilling chefs.

The principle is pretty simple, wood pellets are put into a hopper on one side of the grill, and carefully augured into create an even, controlled heat.

Joe Jr., like his father, developed a knack for inventing. In 1978, he developed the Elf Wood Furnace. The following year, Joe incorporated as EWF Corporation and began production of wood-fired furnaces. The Elf line would grow to a dozen different models.

Why Try A Traeger?

TASTE: Food cooked on a Traeger pellet grill tastes better than food cooked on gas or charcoal grills. A wood fire is a more natural, healthier way to cook.

SMOKER: Absolutely the best smoker you can own. Cook gourmet smoked foods in your own backyard. Hardwood smoke penetrates the food, adding tremendous flavor. Smoke fish, jerky etc.

SAFETY: Far safer than either gas or charcoal grills. No gas leaks or smoldering briquettes to worry about. Fire safety officials love our grills!

AUTO-START SYSTEM:

Automatically lights the pellets every time you turn on the power switch. You're cooking in just minutes! Our exclusive, patented E-Z Grease Drain System transports grease drippings out of the cooking chamber into a galvanized catch bucket. There's less chance of frustrating flare-ups developing while you cook.



VERSATILITY: Your pellet grill is four appliances in one! It smokes, barbecues, grills and bakes. The three position cooking control switch lets you cook anything in a Traeger!

HEALTHIER COOKING:

Cooking on a pellet grill adds zero fat, cholesterol or calories to your food. The National Cancer Institute recommends indirect cooking systems because they produce less benzopyrene.

Get Summer Started Right!

Imagine yourself delivering perfectly cooked steaks, tender smoked ribs or delicious, tender chicken to your dinner guests and family this summer. With a Traeger Grill and a little ingenuity you'll be the hero of the backyard all summer long. 🍷

RECIPES FOR THE GRILL

Pocketburgers

Mix: 1/2 tsp. salt & dash of pepper

Roll out between waxed paper making 1/4 inch patty. In the center of the patty add shredded cheese, onion, and a dash of barbecue sauce. Top with another 1/4 inch patty; grill or pan fry.

www.cooks.com

Grilled Hawaiian Chicken

Boneless, skinless chicken breasts

(I separate them and trim off any fat)

1 lg. can whole pineapple (in light juice)

White cooking wine

Soy sauce

Drain pineapple juice, add equal amount of wine and slightly less of soy sauce. Marinate chicken breasts in the above mixture for several hours or overnight. Stir periodically. Grill approximately 5 minutes on each side or until chicken is done. Grill pineapple rings and serve on top of chicken.

www.cooks.com

Grilled Beef Kabobs

1/4 cup lemon juice

2 tablespoon

Worcestershire sauce

3 tablespoon corn oil

1/3 cup soy sauce

2 tablespoon yellow

mustard

1 clove garlic - minced

1 1/4 pounds lean

round steak

boneless

1 large green pepper

4 ounces fresh

mushrooms

8 cherry tomatoes

1 large onion

Instructions:

Make marinade by combining lemon juice, Worcestershire sauce, oil, soy sauce, mustard, garlic. Cut beef into 1" chunks, then put in marinade. Cover and marinate in refrigerator for 12 hours or more. Cut vegetables into chunks, making at least 8 pieces of each. Remove beef cubes from marinade, reserving marinade. On 4 medium or long skewers, alternate pieces of meat and vegetables. Grill over hot coals, basting occasionally with marinade, for about 15 minutes, turning skewers regularly.

(Allow 5 to 10 minutes longer for well done meat.) Serve hot.

www.grilling-recipes.com

Brain Teaser



I recently took a little road trip. On the first day, I traveled one quarter of the total distance. On day two, I traveled one half of the remaining distance. On day three, I traveled three quarters of the remaining distance. On day four, I traveled one third of the remaining distance. My final day, I had 21 miles left to travel. How many total miles was my trip?

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

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The Future is Ford

I have had the good fortune of becoming the Ford/Mercury Dealer in Williston in September of 2007. I couldn't be happier to be associated with the Ford Motor Company. I am excited to be here. We will work hard to run a good business and to earn the opportunity to provide you with an enjoyable buying experience and long-term relationship.

Ford's Chief Executive, Alan Mulally, has set the company in a very strong direction. In fact, you may be interested to know the plan Ford presented to Congress, is the same plan Alan and his team put into action upon his arrival. Ford presented this plan to us at the April 2007 dealer meeting in Las Vegas. The same plan was presented to Congress without a single sentence changed.

I would like to spend some time talking about the automotive industry today. The industry has been the topic of discussion of the coffee clubs in the area the past few months.

These are unprecedented economic times we are experiencing. Things are pretty tough, both business-wise and personally, for many people. The news has been telling us how bad things are, and will be in the future. It has been its own self fulfilling prophecy. We hear the bad news; the fear curtails our spending, thus reducing sales, creating more bad news...on and on.

Is it not also true when it comes to success? The self fulfilling prophecy of success breeds more success. At Ford, hard work from the prior years has resulted in improvements to their products and its quality, which has resulted in increased market share and good news. In fact, Ford increased its market share the last three months of 2008, as well as the first two months of 2009. The media is recognizing that Ford is producing great vehicles right now, and has great new vehicles coming in the near future. Our vehicles from Ford are safe (more safety rated vehicles than any other manufacturer) higher quality (now in a virtual tie with Honda and Toyota) and are good looking and fun to drive.

Ford has a 2010 Fusion Hybrid and here at Select Ford / Mercury, we just received our first 2010 Mercury Milan Hybrid! They are rated at 41 MPG, over 8 MPG better than the competition. Ford's 2009 F-150, the bestselling vehicle, car or truck, for the past 27 years, just won the Motor Trend "2009 Truck of The Year", and the 2009 "Best Redesigned Vehicle" from Kelly Blue Book's kbb.com.

I am proud that Ford is doing this on their own and has not asked for government loans. Ford has had the courage and integrity to face adversity and choose ethics over convenience. There is never a wrong time to do the right thing and I am proud to be a Ford dealer. Chief Executive Alan Mulally said, "Right now, I think with everything planned in fiscal and monetary policy, I am very comfortable that we are going to start to turn things around in the second half of the year."

Ford has been the first of the domestic three to reach a tentative agreement with the UAW that will allow Ford to be competitive with foreign automobile manufacturers with U.S. operations. Also, Ford has announced that it was holding salaries at the 2008 level, eliminating bonuses for 2009, and the board of Directors has voluntarily agreed to forego all cash compensation this year. Also, Mr. Mulally has agreed to take a 30% reduction in salary.

Ford has dedicated leadership in management and quality vehicles right now and in the future. Select Ford / Mercury is excited about the potential of our business and we are expecting Ford to be very successful in the future. Our dealership is doing fine. The staff has weathered this economy, and this long winter dedicating time to training, trimming expenses and increasing time efficiency where they could. We are constantly evolving to be more productive.

These times are proud times to be a Ford Dealer.
Ed Steckler, Dealer/President
Select Ford Mercury



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How Many Logos?



Logo Contest

Entries must be received by June 15th

Find each Horizon Resources logo in this issue of On The Horizon and send us your guess. Entries listing the correct number of logos will be eligible for the prize drawing. Two lucky winners will receive a \$25 Cenex gift card. When you have counted every last one, submit your answer.

Mail form to: 209 Washington Ave – Williston, ND 58801



\$500 SCHOLARSHIP WINNERS

Aislinn Larson

Williston High School
Attending University of Mary
studying Psychology

Mari Goldade

Williston High School
Attending NDSU
Undecided

Katelyn Christensen

Williston High School
Attending Dickinson
State University
studying Pre-chiropractic

Alison Carlson

Grenora High School
Attending NDSU
Undecided

John Oyloe

Williston High School
Attending University of Mary
studying Criminal Justice

Matthew Klose

Fairview High School
Attending UND
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