

ON THE HORIZON

SPRING 2013

**Spring is On
The Horizon** <

Page 4

Our Year in a Nut Shell <

Page 14

**Taking Pride in
Giving Back** <

Page 26



horizonresources
Solutions for your success.





Helping you grow

As you plant new crops, take care of calving, or add to your herd, we're here to help you get the equipment, facilities and operating cash you need to grow.

Visit with our ag lending professionals to help you build your operation.

Give us a call: we'll provide peace of mind to keep you growing in today's farm and ranch economy.



KEN KJOS



DUSTY BERWICK



ROB RUDE



Banking, the American State Way.

774-4100 • www.asbt.com

223 Main Street • Williston, North Dakota



Table of Contents



Spring is On The Horizon	4
It's All In The Numbers	6
Awards Prove That Safety is First	8
Where Our Horizon Employees Have Moved	12
Our Year in a Nut Shell	14
Sudoku Puzzle	15
The North Dakotan Way	19
Sudoku Answers	22
The Road Less Traveled	25
Taking Pride in Giving Back	26
Employee Spotlight: Jerome Petersen	29



Retail Sales for Spring Season	16
New Construction	30



Mineral Nutrition for Beef Cows	23
Looking Towards Spring	23



Research Update: Nesson Valley Irrigation	17
Spring 2013... We Are Still Here	20

Advertisers

American State Bank	2	Farm Credit Services	15	NDDOT	24
HR Scholarships	9	Select Ford	18	Cenex®	28
AgriSolutions™	10	FM Sales	22	Missouri River Irrigation	31
WCCU	11	Zunich Insurance	22	Frontier Equipment	31
Manger Insurance	15	Basin Brokers	22	Nemont	32



horizonresources
Solutions for your success.

MAIN OFFICE 317 2nd Street West Williston, ND 58801 • 701-572-2171 or 800-247-1584

ELEVATORS

Alamo, ND 701-528-3832	Grenora, ND 701-694-3291	Watford City, ND 701-842-2309	Williston, ND 701-774-0228	Zahl, ND 701-694-4111
---------------------------	-----------------------------	----------------------------------	-------------------------------	--------------------------

AGRONOMY

Williston, ND 701-572-8354	Zahl, ND 701-694-4111	Culbertson, MT 406-787-6606	Fairview, MT 701-844-5775	Savage, MT 406-776-2489
-------------------------------	--------------------------	--------------------------------	------------------------------	----------------------------

STORES

Williston, ND 701-572-2171 or 800-247-1584	Ray, MT 701-568-2171	Fairview, MT 406-742-5273	Wildrose, ND 701-539-2272
---	-------------------------	------------------------------	------------------------------

BOARD OF DIRECTORS

Dennis Stromme - President
Les Bean - Vice President
Myron Lee - Secretary/Treasurer
Roger Bearce
Bruce Brogger
Mark Ellis
James Folvag
Wagner Harmon
Jason Leiseth

SPRING IS ON THE HORIZON

“I want to thank all of you for your business during the past year and hope that you will once again allow us the opportunity to continue serving you in whatever way we can.”

The spring issue of our *On the Horizon* magazine is always a fun one for everyone at Horizon Resources. In this issue you start seeing advertisements for crop protection products instead of snow blowers. That surely is the first true sign of spring. By the time this issue is printed and distributed, we'll hopefully have left the worst of winter behind us. Other than the occasional snow flurry and blustery northwest winds that come when the calendar turns to March, most of the nasty stuff is over (keep your fingers crossed).

The lack of fall precipitation, and another winter with little snow accumulation, leaves everyone in northwest North Dakota and northeast Montana looking for early spring rains to mellow out the soil and get it ready for spring work.

As you start making preparations for this year's spring planting season, your Horizon Resources Energy Division Supervisor, Jeff Watts, is encouraging everyone to plan ahead for their fuel needs. Recently, Jeff and I had a discussion about what we could expect for fuel supply as we transition into the warmer months. The following are a few of the concerns that Jeff pointed out as potentially troublesome factors in relation to inventory levels.

- Expect major refineries to go on turnaround in the Billings-Laurel-Mandan area as early as late March, causing expected supply issues throughout the planting season and perhaps having an effect throughout the remainder of the growing season. We know of at least three refineries, out of the four that serve this part of the country, that will be involved in major updates and regularly scheduled maintenance or federal government mandated improvements. This will cause a drastic depletion in inventory.
- Consumers don't often realize, or simply forget, that refiners do not have enough storage to get through a turnaround period with adequate supply to meet everyone's needs. When you combine the refinery turnaround with the current heavy, non-agricultural use of fuel in this region, the potential for a problem is increased dramatically. Take necessary precautions when available.

Another concern Jeff expressed was that consumers should expect the potential for dramatic increases in price based on the traditional trend, coupled with the high demand/low supply scenario.

The Energy Division of Horizon Resources strongly suggests you fill up with fuel as early as possible, and try to stay full until the supply pressure diminishes. Growers often think that they have to wait until spring to get heavy No. 2 diesel fuel. That thought process is incorrect. Heavy fuel is available at all times. Typically, we don't see the use of it this far north because of the cold weather. Many of our growers have been using forward contracts successfully for the past few years in an effort to curb high seasonal pricing. I would encourage you to visit with Jeff Watts or his staff to learn more about contracting and see if it may fit in your operation.

It's too early to relay 2012 fiscal year-end numbers to you, but I am willing to speculate on just a few. Year-end overall company sales will be record-ending at nearly \$470 million. This would be an increase over the previous year by \$90 million. I am somewhat comfortable in saying that earnings will also be record-breaking for the year we just completed. That's the extent of my speculation. For the rest, we will just have to wait and see what the auditors come up with. I always remind our Board of Directors that auditors, in general, are the type that will come in after the war has been fought and bayonet the wounded (tongue in cheek of course).

I want to thank all of you for your business during the past year and hope that you will once again allow us the opportunity to continue serving you in whatever way we can. Additionally, I want to remind all of our employees how truly thankful the Board of Directors, all of the management staff and I are for everything that you do for this company. Thank You!

Be safe in everything you do and make sure you watch out for the other guy. Around this region they probably are lost, speeding, on their cell phone or are just plain tired. Be wary at all times!



Jeff Wagner
President/CEO

It's All In The Numbers

For Rick Frost, the past 24 years has included an annual trip to Williston to audit Horizon Resources' financial records. The past three years he has been joined by John Steinhoff. Both men are Certified Public Accountants with the firm Junkermier, Clark, Campanella, Stevens, P.C. from Helena, Montana.

“Technology has made our job easier, but I still get a few laughs when I show up for an audit with my old calculator.”

“I was introduced to Jeff by his father, Gayle. For the first few years, I used to set up shop in the back of the hardware store,” remembers Rick. Now the two are using the training and conference room in the new Horizon Resources office located just west of the downtown Williston C-Store location.

Rick says he and John make a unique auditing team. “We grew up 30 miles from each other, and we’re 30 years apart in age,” chuckles Rick. “Technology has made our job easier, but I still get a few laughs when I show up for an audit with my old calculator,” he explains, while pointing to the instrument that’s sitting right next to him on the desk.

“Once the audit is completed, then we meet with the board and give them a preliminary report,” explains John. “We try to answer their questions and then we provide them our numbers. Their income taxes are done off of the information we provide.”

Both John and Rick have watched the tremendous growth in Horizon Resources. “From our aspect the growth requires a different amount of work,” says Rick. “It’s important that we help them with procedures to make sure that there is accountability. John keeps abreast of the new American Institute of Certified Public Accountants (AICPA) rules, which is important.”

Junkermier, Clark, Campanella, Stevens, P.C. has seven offices in Montana, but right now Horizon Resources is their only Cenex® based coop client.

“It’s important that this coop has a very seasoned board,” says Rick. “They make good decisions.”

John Steinhoff



Rick Frost



Annual Meeting



horizonresources
Solutions for your success.

Thursday, April 25, 2013

Dinner at 6:00 pm
Meeting at 7:00 pm

Airport International Inn
3601 2nd Avenue West
Williston, ND

www.horizonresources.coop



Awards Prove That Safety is First



For Ron Rolle, HSE Coordinator at Horizon Resources, every day is different and most days present a different challenge. HSE is short for Health, Safety and Environmental, and these three areas have become important for companies to manage through education and regulation.

"We have over 48 power units at Horizon Resources and part of my job is to make sure that all of these units (trucks and vehicles) meet North Dakota Department of Transportation compliance," says Rolle. "I also have to make sure that all of the drivers meet DOT compliance and make sure that their medical cards are current." He is also responsible for checking maintenance records and making sure that all vehicles are licensed and insured. "I try to get out of the office at least one day a week to check for compliance on our vehicles," adds Ron. "We have a lot of territory to cover, so I do travel."

In addition, Ron is responsible for reporting to the Environmental Protection Agency (EPA) on chemical inventories at the Horizon Resources facilities. "It's called Tier 2 reporting. The EPA wants to know what chemicals are stored in a facility, along with the maximum quantity and average quantity of a particular chemical that will be stored at that site."

Perhaps the most important part of Ron Rolle's job is making sure that Horizon Resources facilities are safe for employees. "I kind of look at myself as a coach. I tell every employee when he or she starts, we want them to work in a safe environment using safe practices. We want them to return home to their family every night the same way they come to work. You come to work to support your family and they want you healthy and so do we," says Ron.

Ron's attention to details in safety management has paid off for Horizon Resources. Recently Ron and Horizon Resources were awarded two very prestigious awards by the North Dakota Safety Council.

Safety Achievement Award

This award is given to companies who have shown a 50 percent decrease in their Occupational Safety and Health Administration (OSHA) incidence rate from the previous year. Ron is proud to say that Horizon Resources went from a 2.9 percent incidence rate to a 0.7 percent incidence rate.

Occupational Safety Merit Award

Awarded to companies that have Total Recordable Incident (TRI) rates that are equal to or less than the national average for their industry.

The Occupational Safety Merit Award is important because in most cases, Horizon Resources must prove that they are below the TRI average to work for large oil companies working in the Bakken. "Even if it is our truck, if they have an on-site accident it is counted against the oil company. It's important that we continue to make this a priority because oil companies are very serious about their safety standards," states Rolle.

"I tell every employee when he or she starts, we want them to work in a safe environment using safe practices."

In Ron's job it is important to be constantly aware of compliance. "If we (Horizon Resources) have too many accidents and exceed a certain threshold (motor vehicle), the DOT will perform a Compliance, Safety and Accountability (CSA) audit to determine why. They have the authority to issue fines to both the company and the driver," explains Rolle. "Our situation out here is totally different than anywhere else in the country. Driving a million miles in the Williston Basin is certainly a lot different than anywhere else in the country."

Ron Rolle started with Horizon Resources in November of 2011. He had left the Williston area, but returned during the first oil boom in the early 80's and in his words, "Stayed and raised his family in Williston."

Ron has four children: Lori who is married to Luke Yokim. "They have a son, Brody, and another one on the way," beams proud Grandfather Ron. Lori and Luke live in Greely, Colorado. Ron's other three children all live in Williston; sons Robert and Jeff and daughter Lisa who is married to Jhonny Perez.

Ron's hobbies include carpentry, which includes remodeling his kid's homes, and riding his motorcycle. So what about the future? Ron thinks and replies,

"I just need to keep this company on top of the game in safety and compliance by convincing employees about the importance of having a safety program. They need to realize that any accident in the company affects the whole picture."

Ron Rolle
HSE Coordinator



SCHOLARSHIPS

horizonresources
Solutions for your success.

Horizon Resources is proud to support our communities and this year we will be awarding eight students with scholarships to further their education.

Scholarship application deadline is April 5, 2013.

Please visit our website for more information on available scholarships and to download applications.

800.247.1584
www.horizonresources.coop



All's well that begins well.

Give your crops a head start and they're more likely to have a strong finish. AgriSolutions™ seed treatments protect your seed and help keep it healthy by adding nutrients directly to it. Let AgriSolutions™ products protect not only your seed, but your investment, too. To learn more, talk to your local agronomist or visit AgriSolutionsInfo.com.



AgriSolutions is a registered trademark of Winfield Solutions, LLC. © 2010 Winfield Solutions, LLC

Learn more about our brands at
WINFIELDSOLUTIONSLLC.com.



Seed Treatments | Adjuvants | Micronutrients | Herbicides | Insecticides | Fungicides | Grain Protectants

SERVING ALL YOUR AG LENDING NEEDS

LOW RATES!
OPERATING • MACHINERY • LIVESTOCK



Rick Gafkjen



Bruce Anderson



Shawn Romo



See one of our Ag Loan Specialists

**Western Cooperative
CREDIT UNION**

WWW.WCCU.ORG

WILLISTON:

1300 BISON DRIVE
215 WASHINGTON AVE.

572-4000 • 1-800-584-9220
RAY: 10 MAIN ST • 568-3663

WHERE OUR HORIZON EMPLOYEES HAVE MOVED...

In the Main Office Building:



Energy Division

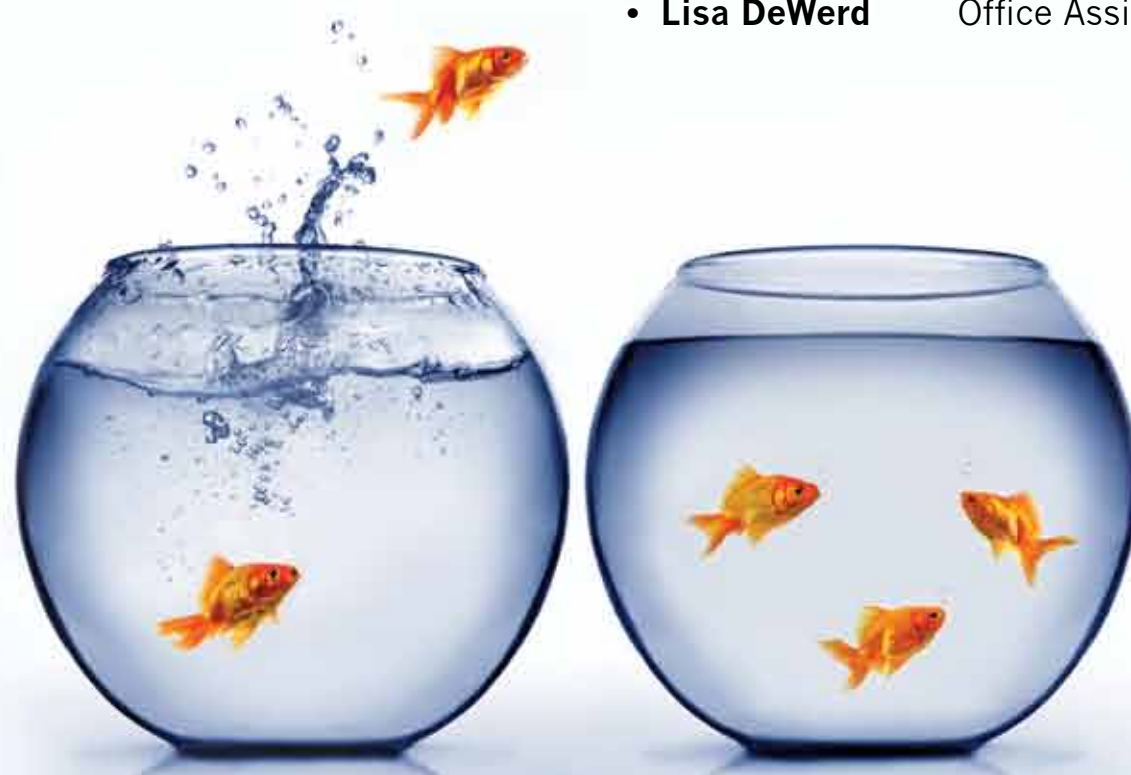
- **Jeff Wagner** CEO/President
- **Jeff Watts** Energy Division Manager
- **Lyle Stevens** Propane Department Manager
- **Tami Nasers** Bulk Fuel & Propane Data Entry
- **Lorin Buck** Office Assistant
- **Jodi McKenzie** Office Assistant
- **Melissa Cote** Office Assistant
- **Paula Schilke** Receptionist
- **Jenna Godt** Office Assistant
- **Robin Zealley** Office Assistant
- **Kelsey Lodahl** Fuel Tax Accountant

In the New Horizon Building:



Accounting & Office Staff

- | | |
|--|--|
| • Jim Radtke CFO | • Theresa Kunze Office Assistant |
| • Pam Stromme Office Manager | • Sheri Retzer Office Assistant |
| • Ron Rolle HSE Coordinator | • Lorie Nasers Office Assistant |
| • Pam Smith HR Coordinator | • Candace Peycke Office Assistant |
| • Deena Hering Front Desk Receptionist | • Lana Bartels Accounts Receivable Data Entry |
| • Peggy Conlin Credit Manager | • Linda Krick Accounts Payable |
| • Brittany Ritchey Credit Manager Assistant | • Kim Egge Accounts Payable |
| • Lory Percy Office Assistant | |
| • Lisa DeWerd Office Assistant | |



Agronomy Division

- **John Salvevold** Agronomy Division Manager
- **Brent Kjorstad** Agronomist
- **Shirley Pederson** Office Assistant

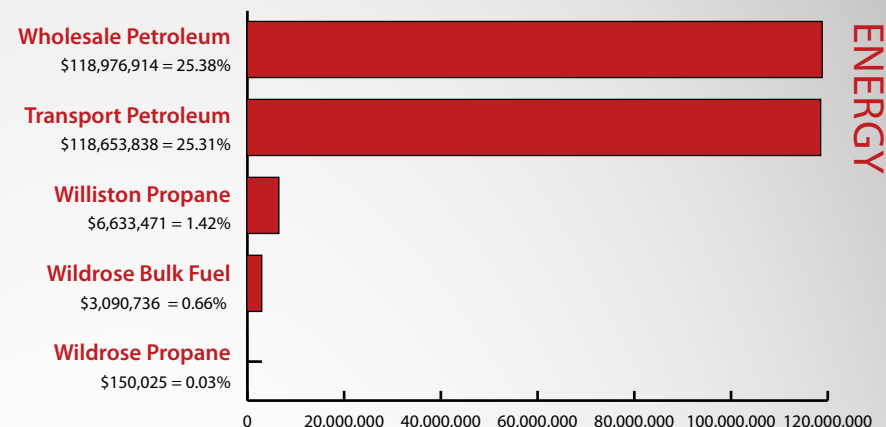
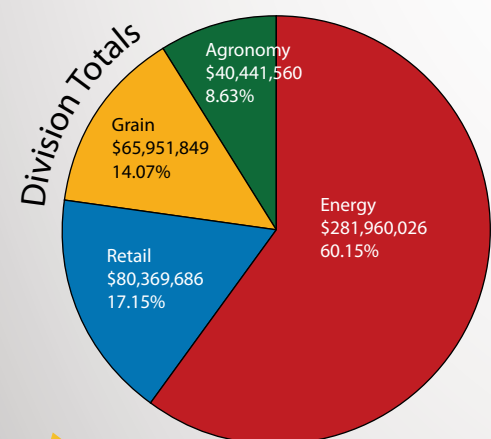
Our Year in a Nut Shell



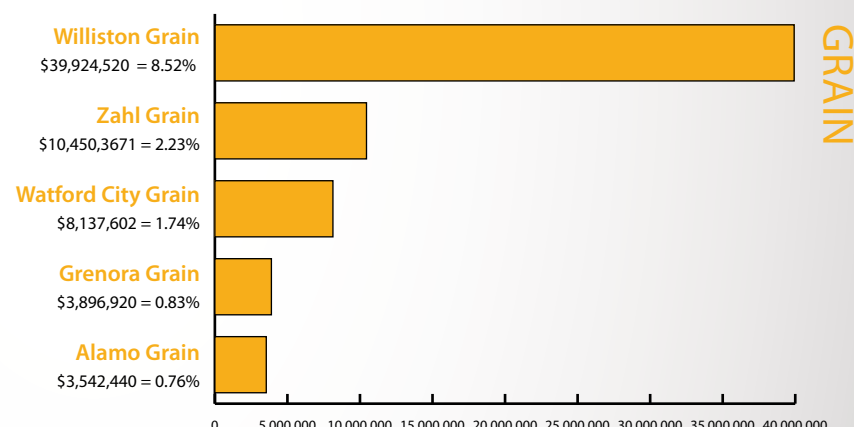
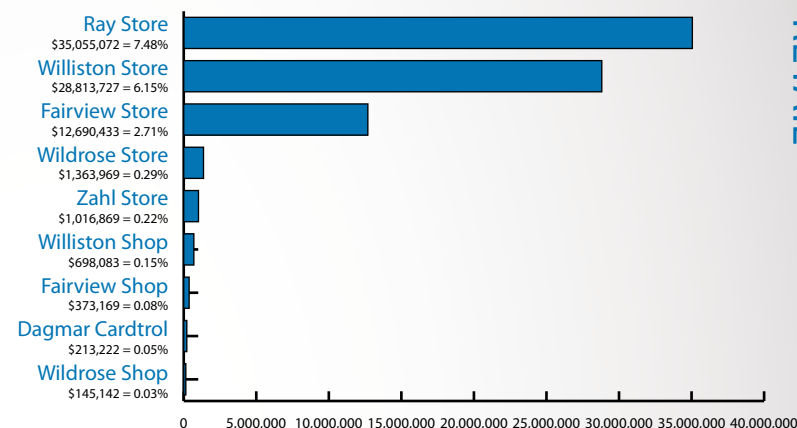
The other day I was telling a patron that our sales for 2012 were \$468 million. He looked at me with a quizzical look on his face and said, "how is that possible? Your pumps are always very busy, but I didn't think they were that busy." I then explained to him that the Williston C-Store is just one part of Horizon Resources. I told him that we have 28 different sales departments in four divisions that make up our total sales. He then responded, "I bet most people don't know how many pieces make up Horizon Resources." I would have to agree, most people only know about the part of Horizon Resources that they deal with. I thought it might be interesting for everyone to see what each department does in sales by percentage. The charts to the right show the 2012 sales for all of our 28 departments split into energy, retail, agronomy and grain divisions. The last one shows each department compared to each other as a whole. Tallying up the sales is one thing, but getting all of it figured out before the year-end audit is another. I had better get back to it!



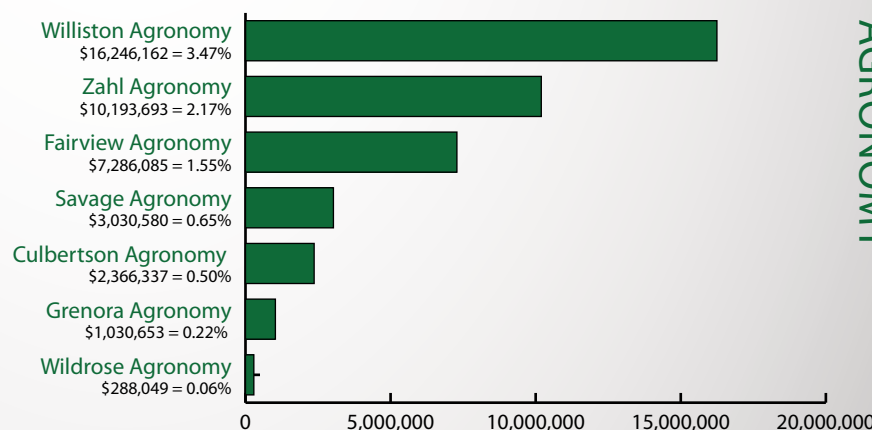
Jim Radtke
CFO



RETAIL



AGRONOMY



Total Sales All Depts. = \$468,723,121 = 100%

The attention you deserve,
a name you can trust.

MANGER INSURANCE
Manger Insurance, Inc.
511 W 2nd St
Williston, ND 58801
701.572.3786

- Commercial
- Farm
- Home
- Auto
- Crop

Sudoku Puzzle

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

Fill in the blank squares so that each row, each column and each 3-by-3 block contain all of the digits 1 through 9.

Farm Credit Services of North Dakota

RATES AS LOW AS

2.80% FOR REAL ESTATE

3.75% FOR OPERATING AND MACHINERY

- ✦ LOANS
- ✦ LEASES
- ✦ APPRAISALS
- ✦ MULTI-PERIL CROP INSURANCE
- ✦ HAIL INSURANCE
- ✦ LIFE INSURANCE



Ask how it can benefit you!

FCS of ND is an equal opportunity provider and employer.

Minot - 852-1265 Bottineau - 228-3731
Carrington - 652-2836 Rugby - 776-5863 Williston - 774-0055
Bowbells Crop Insurance - 377-3703 Schaun Crop Insurance - 776-6353
Ward County Crop Insurance - 852-5432 **farmcreditnd.com**

RETAIL SALES FOR SPRING SEASON

Spring is here and there will be some really cool products coming to us at Horizon Resources. If you are looking for an air line hose for your compressor, I have a new product for you. It is an air line hose made up of a new rubber material that will stay flexible even to -50 degrees Fahrenheit. This product is for your home or for your shop. Also, it is easy to patch up if you happen to cut the line or get a hole in the hose. Some of the other items coming in are new solar lights and a product called Tub O' Towels. These are a tough hand-cleaning towel new to United, although it has been on the market for a while. Also, Black Rhino™ has released some really nice gloves that we have brought in, from leather to cloth and with sizes ranging from small to extra large.

As for you hunters, the order is in for the fall season of gun shells. One thing I do know is that they are behind on 22 ammo shells. I was told not to expect any until June. Also, the 223 ammo shells and most handgun ammo are getting pretty hard to find right now. It sounded like the other types of shells were not going to be a problem to receive, especially rifle and shotgun ammo. We will just have to wait and see what will change with the new proposed laws coming out relating to background checks. The one thing I can see changing is an increase in price on all ammunition, but we will have to see how high it goes, as the demand for ammunition is extensive. I hope by this spring the pricing will level off and maybe even come down a little. I will keep looking every week to see if anyone gets some in their warehouse, so we can try to keep our shelves stocked as best we can.

With the spring season coming means the grilling season will be here before you know it! So if you are looking for a new grill, come in and check out the line of Traeger® grills from one of your Horizon employees. We would be more than happy to explain to you all the details about these grills. Traeger® has a variety of sauces, spices and rubs that are great with any meal. Their new product is a small grill made to go where you do, even in your camper or in your vehicle. I have a few of these coming in and they will be for sale. It will be really interesting to see how they compare to the bigger grills.

In case you have not had a chance to meet Cindy, I'm sure she would love to have you stop by and say hello. She has been with us for about a year now and recently transferred from our hardware department. She is doing a great job for us as the manager of the C-Store in Williston.

If you have any questions on our new products coming this spring, you know where to find us and the coffee is always on!



Mike Leach
Retail Division Manager

RESEARCH UPDATE from The Nesson Valley Irrigation Research & Development Project

By Tyler Tjelde, North Dakota State University Williston Research Extension Center,
Irrigation Research Agronomist

Since the inception of the Nesson Valley Irrigation Research and Development Project (NVIRDP) in 2005, scientists and collaborators have been developing research to fulfill the vision of advancing irrigation practices, improving crop production within an irrigated system and developing alternative cropping systems to improve water, nutrient and pest management.

Two of the projects being conducted at the NVIRDP are, "Quantifying Water Use (Water Use Efficiency) in Irrigated Barley, Wheat, Potato and Sugarbeet Production on Lihen Fine Sandy Loam Soil" and "Comparing Tillage Systems [conventional till (CT), minimum till (MT), no-till (NT)] With Overhead Irrigation Using a 3-Year Crop Rotation of Corn, Soybean and Barley." The discussion below of these projects will focus on results, observations and the future of each.

In 2007, "Quantifying Water Use" was initiated in potatoes by Williston Research Extension Center (WREC) soil scientist, James Staricka. In 2009, sugarbeets, wheat and barley were included and irrigation frequency rates have since been modified to 100, 67, 33 and zero percent. The objectives of this project are to investigate different irrigation rates in crop production to improve water use efficiency and refine irrigation scheduling recommendations. Irrigation is an often overlooked management tool, yet with adequate soil moisture monitoring, irrigation efficiency could be improved. Let's look at sugarbeets, a high-water user, and over the previous three years (2010-2012), a lot of variation in climate and weather during the growing season. Total irrigation amounts in inches for the three treatments of 100, 67 and 33 were 11.4, 7.5 and 3.8 in 2010, 7.4, 5.3 and 2.7 in 2011 and 15.0, 10.0 and 5.0 in 2012, respectively. The total rainfall was 12.5 inches in 2010, 15.5 inches in 2011 and 11.5 inches in 2012. Soil moisture monitoring has shown that plant-available water was more than

adequate in the 100 percent treatment, whereas some other treatments have approached or reached wilting point during the growing season. In 2010, tons per acre were 23.1, 24.2, 27.3 and 28.6 for the zero, 33, 67 and 100 percent treatments. In 2011, yields were 19.9, 24.9, 24.8, 28.3 and in 2012 yields were 15.7, 23.3, 28.1 and 32.1, respectively. Though yields show difference, statistically there have been no differences between the 100 and 67 percent treatments in these three years. Research will continue with these crops and in the future include corn and soybeans.

"Comparing Tillage Systems" was initiated in 2008 to examine the interaction between tillage systems and soil quality, as well as the interaction between crop production and tillage. Can we eliminate or reduce tillage and still obtain CT yields in an irrigated environment? This project will continue through 2020, with four cropping rotations. Generally, irrigation and CT have gone hand-in-hand, but now interests have changed to MT and NT in certain cropping systems. The results from 2009-2012 indicate soybeans (previous crop corn) have no yield differences between tillages and corn (previous crop barley) has shown no yield differences between tillages. There have been yield differences between tillage systems with barley following soybeans. CT has generated a ten-bushel increase over MT and NT.

For more complete details regarding these two research projects and others, please contact the WREC. Some other long-term projects that have started, but are lacking multiple years data, include: Comparing Water Source (ground vs. surface) on Soil Properties and Crop Production, Fertilizer Timings in Small Grain Production on Sandy Soils and Fungicide Timing and Efficacy in Oilseed and Pulse Crops. If you want to know more about what's happening at the WREC please contact us at **701.774.4315**.



March 2013

AMERICA'S ★★★ FRESHEST LINEUP



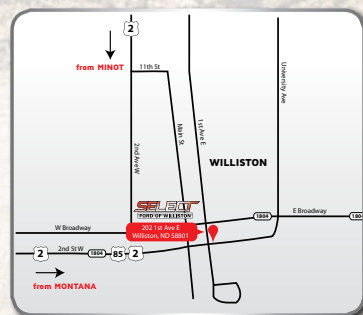

Go Further

SELECT
FORD OF WILLISTON

202 1st Ave E • Williston, ND 58801
701-577-2142 | 1-800-594-9454
www.selectfordmercury.com



JC LaBar Sales Manager Kip Kolden Sales Manager Dan Bachmann Fleet Manager Bruce Stockman Sales Kevin Kvamme Sales Fran Martin Sales Jon-David Kelly Sales Terrance Barela Sales Janice Graupner Sales



The North Dakotan Way

The Future is Bright...For All of Us!

By Ed Steckler, Owner, Select Ford of Williston

In the past *On the Horizon* issues, I have referred to the phrase, "You might be a North Dakotan If." I talked about the driving etiquette and saying "thank you" to store clerks, as well as anyone you encounter in your daily activities. Overall, the message has been, "North Dakotans are North Dakota nice." Some may take the "nice" as being a weakness, that the person is someone to be taken advantage of (especially when we don't immediately challenge a certain statement or action). No, take us for who we really are. North Dakotans are truly nice people who like to *think* about what we are saying and what others are saying. By no means should you under-estimate our intellect. We may not always show our hand and reveal our true thoughts because we are being nice.

This article is about northwest North Dakota and eastern Montana specifically. Everyone is talking about the Williston Basin; the growth, the opportunity and the awesome challenges, but the most important topic of discussion is the people. We are going to talk about the people who were already here and those who have arrived in the past five years.

To the people who were already here, thank you for everything you have done and continue to do to welcome everyone to *Your Community*. You are meeting new challenges every day. Some may say we should have better roads, more housing, more shopping, more services, more restaurants and a better quality of life in general. Look around, all of these things are happening before our very eyes. How could we have possibly justified previously building our community to accommodate all these areas of growth?

We had to establish the viability of the Williston Basin. We didn't have the resources to invest in building the infrastructure, or the staff to commit to manage the growth, from planning for the future to the actual implementation of that plan. How could we have had an understanding of the magnitude of the changes that would happen in our economy due to the innovative methods available to develop our natural resources?

We couldn't have done it any other way. I have personally had the pleasure of meeting many of the people working in our local government agencies. These are really good people. Think about it, they

are taking on the challenge of building the future of northwest North Dakota. There have not been many books written on how to successfully manage the many changes in the Williston Basin. We are writing the book as we speak. Our experience is fast becoming more and more important, not only in successfully managing our local growth, but also in our region, and for that matter, the nation.

I applaud everyone's efforts in this adventure. This is going to be written about in history books for years to come.

Now is the Time! We have the opportunity and responsibility to our families, our region and our nation to seize the moment!! The companies we represent all need, and applaud, our efforts.

Our counterparts working in related fields across the country have never seen this kind of tremendous growth. Again, we are writing the book. As a rule, it is working. Sure, we have a lot of work left to do. In the history of our country, there have only been a few times when the commitment to excel and the effort extended is met with such positive results. Like you, I have heard the, "Oh you're in Williston. It must be easy!" or "Your timing was good to be in business in Williston!" or "You were Lucky!" Those actually in the arena know this great success has come on the backs of people being very innovative, committed to succeeding and good old basic hard work. Good for all of us!

To those who have joined us in the past five years, "Welcome! Thanks for joining us! Thanks for bringing your expertise and financial resources!" We will take this awesome experience with us as we move into the future. Think of it. We are living in a historic time. *We are living it!* Keep rising up and accept the challenge. Innovate and develop new ideas to get things done! We can do it!

Work smart, work hard and have fun doing it. The fastest way is often the easiest way and the best way to get things done. This couldn't happen to better people or in a better place!

Welcome to northwest North Dakota. We're a bit different than we were a few years ago. We get to determine the future for our region of the state.

Spring 2013... We Are Still Here

Well, we made it past the end of the Mayan calendar and the world did not end. Some growers decided not to purchase any fertilizer inputs at the end of the year for tax strategies, and maybe some were just waiting to see if the world would still be here. I don't know, but it looks like we will farm again in 2013.

Whatever the case, if you have not purchased your fertilizer yet, you may want to start planning so we do not have a repeat of 2012. A lot of dealers were reluctant to sit on open tons last spring without having them sold, so there were a lot of tons that needed to be bought and delivered in the spring. This, along with almost the entire country starting at the same time, put a huge amount of pressure on the logistics and the price of Urea went up \$150 to \$200 per ton in a matter of about a week and a half. We might not see \$800 Urea again this spring, but anything is possible. Something that we have going for us right now is the amount of Urea imports that were brought into the U.S. in the fourth quarter of 2012. This, along with increased world production and even production brought back online after spring problems that eliminated some spring tons last year, will help us. The thing that concerns me, and may work against us, is how the drought from last year has impacted the Mississippi River levels that will affect barge traffic. We may not necessarily get fertilizer barged up the river, but that fact could affect the prices on all fertilizer because it affects all of the logistics for everyone. More tons will have to be put on rail and that will put pressure on the rail system and car availability. Another factor to keep in the back of our minds is that 99.2 million acres of corn are predicted to be planted in 2013, and corn takes a lot of fertilizer. Last year, 96 million acres were projected and even that put pressure on fertilizer prices. Just that increase of three million acres could use well over 750,000 tons of Urea. Phosphates markets have been somewhat flat and I think that is related to the amount of foreign tons imported into the U.S. We used to be more of an export market for phosphates in the past and never really had foreign product offered to us, but now we have the Russian Map and Moroccan Map being imported along with increased U.S. production. My bottom line on fertilizer is that I think you have more chances to save money by purchasing it now rather than a possible downturn in prices. At this point in the season, prices usually go up from now through our spring application and planting season.

I hate to even talk about allocations on any crop protection products, but Monsanto has been giving allocations for RT3 for 2013. When we hear this, I start adding up our gallons from last spring and our current inventory levels in each location and then start scrambling to find enough gallons to cover our sales. We should be fine for spring with our Monsanto allocation along with gallons we have positioned with Syngenta and other manufacturers. Another thing that comes with

allocations is dealers and growers becoming hoarders. Horizon Resources sells a huge amount of glyphosate throughout the year so we have a large volume of gallons available. We will however service our loyal customers first and will walk away from business that comes from out of our trade territory or even

growers who do not support us. We can also expect another price increase before spring planting just because of tight inventories. That is just a fact of life in normal business situations. I really doubt if we will see \$50 glyphosate again, but I wouldn't be surprised to see another \$2 to \$5 per gallon. Even at that, don't be alarmed, the cost per acre increase will only be about 50 cents per acre with a \$5 price increase if that even happens. Just make sure you have your gallons covered, and with Horizon Resources, we have been working on it for you all winter. Other than glyphosate, I think we may see a normal one and a half percent to two percent increase on a lot of products and we might see a few products that will actually come down in price because of generics.

As we continue to grow with Horizon Resources, we continue to add qualified people to our staff. We have hired an Agronomist to help our customers and locations in Montana. Lyle Peters will be working with our agronomy locations in Fairview, Savage and Culbertson. Lyle will be helping our locations with crop scouting, soil testing and plant tissue sampling, along with every day business in these locations. We have also hired Brian Spears who will be dedicated entirely to agronomy in our Wildrose location. Brian will be in charge of all of the agronomy business in Wildrose and will be available to scout fields and make recommendations for all of your crop inputs in the Wildrose area. Horizon Resources has a very qualified staff of location managers and agronomists that have many years of combined experience to help you with all of your cropping inputs. As we grow our locations and business, we will continue to add qualified people and equipment to serve our customers as best we can. The best part, if we make money doing it, we pay it back to you! I am very proud of our Agronomy Division and where it is today versus the beginning days of business at Horizon Resources, or even back to Farmers Union Oil Co. We have close to 100 years of experience with our core group of location managers and agronomists. We are able to share our knowledge within our company with the wide variety of crops that we service in our trade territory. Each location may not have a lot of experience with each and every

“Another factor to keep in the back of our minds is that 99.2 million acres of corn are predicted to be planted in 2013, and corn takes a lot of fertilizer.”

crop, but someone within our organization will, so we can always lean on each other for the right answers to any crop input problems or questions. All together we work with spring wheat, winter wheat, durum, barley, oats, peas, lentils, chickpeas, flax, sunflowers, sugar beets, potatoes, canola,

soybeans, corn, alfalfa and forage crops, mustard, dry beans and safflower. I think I covered most of them, but if we do not know an answer to your question or problem, we have the staff and business partners to find the answer. As we continue to grow and get support from area growers, we will continue to invest in our locations and equipment to better serve our customers as they grow and make their farming operations a success. We have excellent employees only because we have excellent customers. Our customers have become business partners with us and we have a very vested interest in seeing them succeed, as they want to see us succeed so they will get paid their “retirement” at the end of their farming careers. I have seen the “ball start rolling” with Horizon Resources and we will continue to grow each year...invest in our operation and we will continue to invest in yours.

We are all moved in and settled into our new office and warehouse in Williston, so stop by for a tour if you have not done so yet. I have heard the comments from a few distributor reps and manufacturer reps that we have one of the nicest facilities in their trade territories. Again, it is quite a step up from where we came from, and has only been possible with the support of our growers and we are not done growing. We will continue to invest in all areas of our trade territory where we see the grower support and are building business partnerships. Thank you for all of your support in the past years. We look forward to growing with you and helping you in 2013 in any way we can with your farming operation. Have a safe and prosperous 2013 growing season.



John Salvevold
Agronomy Division Manager

Custom, quality bins built in America's heartland.
- Richardton, ND

NEW! PROJECT-Polyurethane Paint System

A higher level of... service engineering construction

"How Ya Bin"

Amber Waves Inc.
Richardton, ND

FM SALES
Floyd Miller
Ph: (701) 875-4280 | fmsales@hotmail.com

Farmers Union INSURANCE

Jerry Zunich
Agent

Sjon Zunich
Agent

**Markets go up, Markets go down!
It's time to review, revise and revive your retirement savings strategy.**

If you're looking for protection from the "down" side of the market but still want to participate in the "up" side, contact us, we may have what you're looking for.

**Call Jerry or Sjon: 701.577.5721
or email: zunichs@nemont.net**

123 W 2nd Street Williston, ND



Mineral Nutrition for Beef Cows



Dick Sorensen
Feed Consultant
CHS Nutrition

We spend a lot of time providing protein and energy for a cow's diet throughout the winter, as we should. Sometimes mineral status gets overlooked or put on the back burner. This is important, just like any of the other supplements we feed every day.

In a lot of my territory, we were in a drought this past year. There was quite a bit of CRP hay cut as well, some in July and August and some harvested after the first of October. The more mature the CRP was, the less protein, energy and mineral content it contained. What that means is the mineral program you have used in the past may not be the program you need for this type of forage.

The most critical time for improved mineral status is 90 days prior to calving and throughout lactation and rebreeding. If the cow is mineral deficient,

their calf also will be when born. The first thing a mineral-deficient animal loses is immunity. If you are having herd health issues, this needs to be considered. Symptoms of poor mineral status are reduced forage intake, lower reproduction, lower gains, poor feed efficiency and lower disease resistance. Phosphorus requirements increase by 12 percent in the last month of gestation. After calving, phosphorus requirements increase by 50 percent.

This year, I have talked to a lot of producers who are noticing an increase in mineral and salt consumption over prior years. I feel that the reason for this is a lack of nutrients in the forage.

Payback® mineral can solve problems for you. Contact your local Horizon Resources dealer for this and all your livestock needs.

Sudoku Answers

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

SPECIALIZING IN

Farm & Ranch Brokerage & Appraisals

BASIN BROKERS INC.

ROGER CYMBALUK • TATE CYMBALUK
106 Main Street, PO Box 456 • Williston
Office: 701-572-5560
Fax: 701-572-7397
Toll: 800-572-5560
www.basinbrokers.com
roger@basinbrokers.com • tate@basinbrokers.com

Looking Towards Spring



Chris Quamme
Grain Division Manager

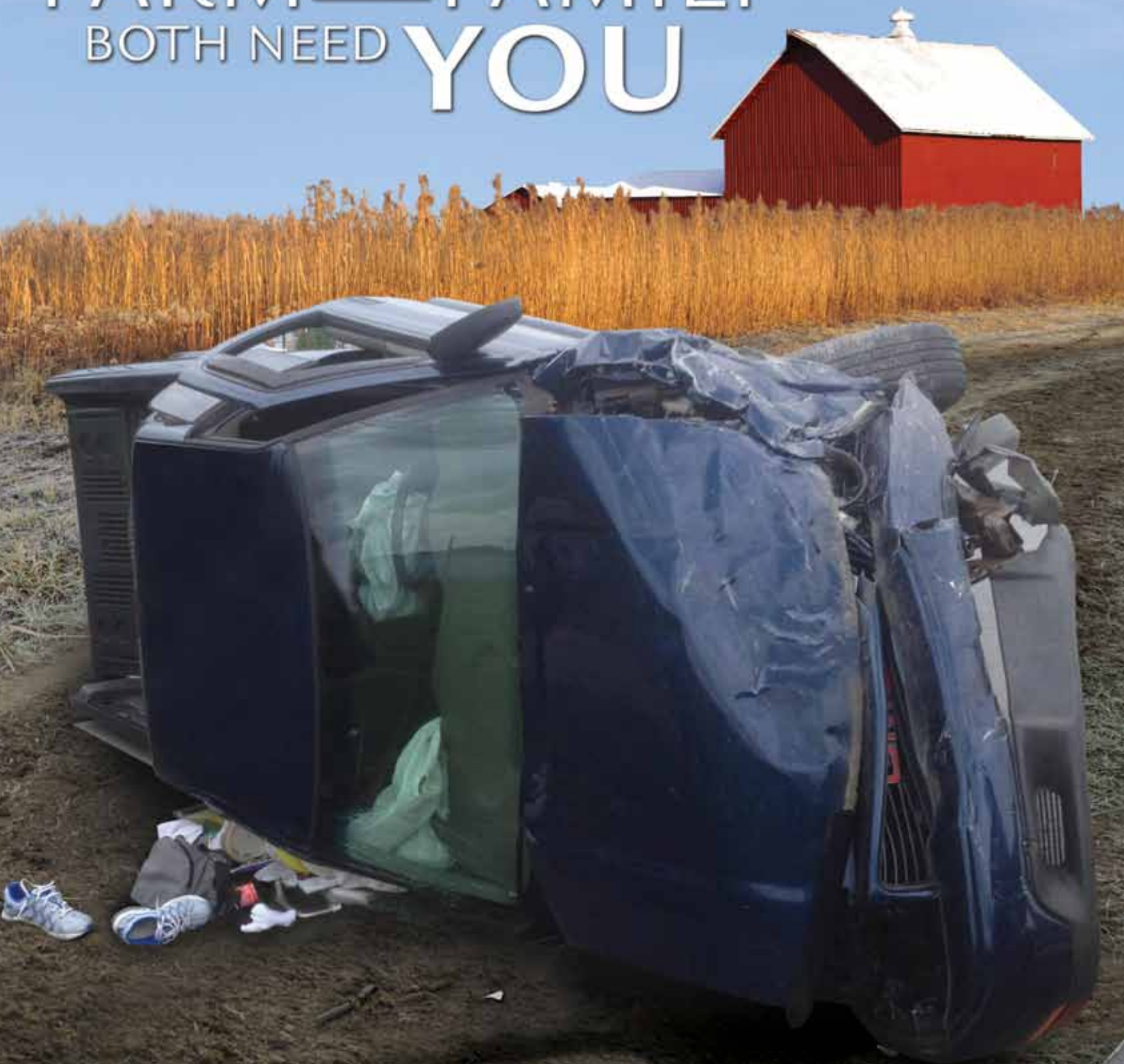
No matter what kind of winter we have, we always seem to welcome the spring season. Spring brings on fresh, new things and that's the feeling we have in the Grain Division. We are going to be broadening the commodities we handle to provide for the growing needs with all of our producers.

Now, I realize that everyone is beginning to get ready to start seeding, but don't hesitate on marketing your old grain before the new crop is ready to come off the field. In July, there is a tendency for a lot of those bushels to overwhelm us right before harvest and can cause us to sit full as the first new crop comes off.

Be sure to see your Horizon Resources Grain Division for all your livestock nutrients as well. We've got all the feed needed for calving season, along with creep feeding.

If you are not on our e-mail list for the daily market sheet and want to be, call the office or e-mail me at cquamme@horizonresources.coop. Feel free to stop in and talk with us anytime. We found an old photo album full of pictures from the past that is very interesting to look through. As always, the coffee is on.

YOUR
FARM AND FAMILY
BOTH NEED YOU



WEAR YOUR SEATBELT.



NDDOT
North Dakota
Department of Transportation

NDDOT Rural
Occupant Protection

THE ROAD LESS TRAVELED:
A LIFETIME TO BUILD,
A MOMENT TO TEAR APART.

The road you travel isn't made for everyone. It doesn't have mile markers and rumble strips. The only street signs are those written by your hand next to a freshly mended fence and a gleaming row of grain bins waiting to be filled.

There's no traffic on the road less traveled or horns honking in your ear. At least, that's what it was like not long ago. Now these rural roads rumble with truckloads of gravel and fuel and impatient drivers honking at standstill traffic snaking back over the landscape behind construction signs. Drivers on deadlines rush over dusty roads. Detoured travelers search for shortcuts, winding along gravel roads, past fields and farms, cattle gates and grain bins.

No matter the road you travel in North Dakota, there's more traffic than ever before...even on the roads less traveled. In 2011, 9.1 billion miles were traveled on North Dakota roads, many of those miles on rural roadways and 88% of fatal crashes in North Dakota occurred on rural roads, roads drivers know by heart. That's why the North Dakota Department of Transportation (NDDOT) reminds you that it's more important than ever to protect yourself, your family and your farm by buckling your seatbelt every time you get in a vehicle.

What has taken you a lifetime to build can be torn apart in a moment by a vehicle crash. Protect yourself and everything you've worked to build by buckling your seatbelt. In 2011, approximately 69% of those killed in motor vehicle crashes were not wearing seatbelts. One unbelted occupant died every five days in North Dakota.

The NDDOT wants you to arrive at your destination safely and the best way to do that is by taking the time to put on your seatbelt. One second is all it takes to buckle up and it is the best way to potentially save your life in a crash. There are too many people depending on you, so don't make excuses. Make it a habit to buckle your seatbelt every trip, every time.

“One second is all it takes to buckle up and it is the best way to potentially save your life in a crash.”



Taking Pride in Giving Back

Wagner, Mary & June with June's buck



Dick & Ethel



Wagner, son Weston & Harold with his buck



Charlie & June Seesholtz



June, Charlie, Mary & Harold in 1989



In 1970 Wagner Harmon's parents, Dean and Sylvia Harmon fulfilled a dream by establishing the Montana River Ranch just south of Bainville, Montana. It sits in the scenic river bottoms of the Missouri River as it flows through northeastern Montana. Over the years, the Harmon's have hosted hundreds of guests. Some have come for a summer vacation while others have chosen to learn about ranching, as they become ranch hands on the Harmon farm. When fall arrives each year, the guests of the Montana River Ranch are hunters from all over the United States looking to bring home a trophy whitetail deer or fill their limit with upland birds like pheasants, grouse and partridge. Very few have ever gone away disappointed and many return year after year, but as Wagner Harmon can tell you, hunting is only part of the allure of Montana River Ranch. "For many of our hunters, coming to Montana is part of their schedule every year and why our family continues to provide hunting opportunities. They are family and we treat them as family. You take care of each other."

THE HERSHEY COUPLES

"We've had a group we call the Hershey Group that consists of three families with three generations of hunters each, and two couples who have joined us every year for the past 27 years." The Hershey couples consist of two sisters, Mary and June, now 87 and 86, and their husbands, Harold Hixon and Charlie Seesholtz. "Both couples worked for Hershey chocolate factory for 40 plus years, in fact their family actually owned part of the land that the Hershey chocolate factory is built on in Hershey, Pennsylvania. I think the original farm house that they grew up in

is still standing near the Hershey property," shares Wagner. The couples have continued to hunt as they have gotten older and that is part of what has bonded the Harmon family to them. This bond has helped them continue to hunt. "As they've gotten older, mornings are just not their best time for a variety of reasons, so they stay in the lodge and visit or play cards." All four have health issues that probably would have ended their hunting expeditions, had it not been for their long association with the Montana River Ranch. "They are able to continue to hunt, which is so very important to them. We help them out with little things like putting heaters in shacks as they would have trouble tolerating the cold temperatures."

The Hershey couples are certainly a good example of how the Harmon family helps out older hunters, but Wagner also talks about Charlie, who is 87 years old and still loves to hunt. "Charlie has battled cancer for years and is very frail, but for some reason, which even his doctor can't explain, Charlie is able to rebound enough to make the trip to Montana for his annual deer hunt," according to Wagner. "We call him one-shot Charlie because he normally lines up his deer in the scope and gets it with one shot." No matter what the size or stature of the deer is, "it's always the finest deer ever," laughs Wagner.

Wagner also tells a story of Harold Hixon, Mary's husband, who turns 89 this year. Harold is a WWII vet and has always been a remarkable shooter over all his years. "Harold has been one of our many hunters that take's the time to share their hunting knowledge with our son," Wagner shares. Harold loves to joke around with one-liners and keeps everyone laughing. He is extremely witty and observant of what is going on in hunting camp. He loves to harass Mary that he took the bigger buck. Harold and Mary will celebrate their

70th wedding anniversary in April and the Harmon's are thrilled to have been a part of their lives.

"For many of our hunters, coming to Montana is part of their schedule every year."

Dick and Ethel Leedy are the third couple that has been coming to Montana River Ranch for the past 32 years. They are our longest running guests and have both always been very experienced and particular hunters. Wagner fondly remembers, "if you were to ask them what they were looking for, the debate would start. Ethel would say the deer with the widest rack and Dick would say the rack with the most mass. It was rarely a concern that they would be after the same deer, but always a fun bet with the hunting party as to who would find their prize deer that year." Dick was a welder in Alaska and Ethel drove the bus to transfer workers to the work site. "She looks kind of like Mrs. Santa Claus, but she's a real pistol. If workers heckled her too much on the bus, she would stop the bus and take care of situations in a hurry," shares Wagner. Another story that he shares about Ethel involves a 4-wheeler. "Dick is legally blind from Lyme's disease. He was on the back of the 4-wheeler and Ethel popped the machine into a lower gear. The front of the 4-wheeler popped into the air and the machine rolls over top of Ethel. She gets up and says, 'I guess we're done hunting today.' She drove to the doctor's office where she found out she had cracked ribs. The doctor told her that she could go back to hunting once she was able to tolerate the recoil of the rifle. Two days

later Ethel decided to test the injury as she shot at a white tail. Ethel decided that it wasn't really all that much pain, so a week later she went to California and shot an elk. As it turns out it, this completed her North American 27. At 80 years old, making her the oldest woman ever to complete this award."

PART OF THE FAMILY

As you can imagine strong bonds of friendship have developed between the Harmon family and the couples who have come back year after year. "They are just like family. Our kids grew up with these couples, and they would enjoy foregoing an evening hunt to attend the kids' basketball games, volleyball games and Veteran's Day events when they were here. They are like grandparents to our kids, in fact, when my daughter went away to college she was the most homesick because she would not be able to come home during hunting season and see them." There will be a time when the couples are not able to return to Montana River Ranch, and that truly will be a hard fact to face for the Harmon's. "People think that non-resident hunters are rich people. Most of the people we deal with are middle-income folks, and this is their only trip every year. They enjoy coming to Montana because we have a great work ethic, and we treat them like family. We want to help them out and do what we can to keep them hunting."

For Wagner and the rest of the Harmon family, it's a way to give back to the couples who have made Montana River Ranch a part of their lives for many years.

No one has fueled today's
HIGH-TECH ENGINES LONGER.
— No one fuels them better. —



**RUBY
FIELDMASTER**
 SOY-ENHANCED PREMIUM DIESEL



We're with you when it comes to reducing downtime and increasing efficiency. That's why we were the first in the market to address and alleviate the challenges of newer engines. And why only Cenex® Ruby Fieldmaster® premium diesel fuel contains a unique blend of additives proven to boost fuel economy by up to 5%* — including an injection stabilizer that prevents newer engines from "cooking" the fuel and ruining injectors and filters. Learn how to optimize engine performance and get a warranty for up to 10 years or 10,000 hours at cenex.com/tpp.

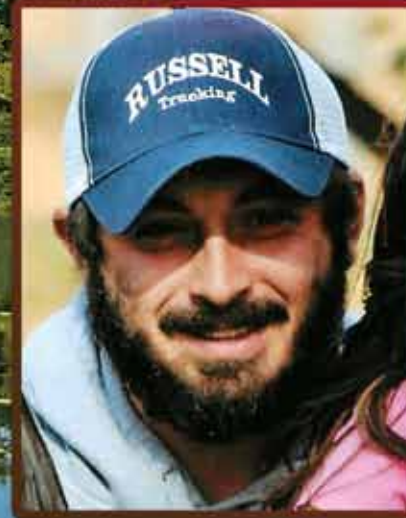
*Versus a typical #2 diesel fuel.



EMPLOYEE SPOTLIGHT:

Jerome Petersen

Location Manager • Wildrose



To be the successful cooperative that we are here at Horizon Resources takes a special group of employees that are willing to go above and beyond, day in and day out. They are the ones who carry the flag on behalf of our coop and help lay the foundation that makes us strong.

We spoke to Jerome Petersen, Location Manager at the Horizon Resources C-Store in Wildrose, North Dakota, and asked him to answer a few questions highlighting his time as an employee of Horizon Resources.

How long have you been with Horizon Resources?

Jerome: I've been with Horizon Resources since May 2012. Prior to this, I had been with Farmers Union Oil in Wildrose for the past seven years. When we merged with Horizon Resources, I transitioned to the organization. While working for Farmers Union Oil, I operated in many areas including anhydrous and crop protection product application. I also worked around the shop a lot.

What is your title and what duties do you perform?

Jerome: As Location Manager here in Wildrose, I oversee all the different divisions, including the parts store, shop, fuel delivery and agronomy. My job is to make sure everything is running smoothly and to supervise employees, should they need any help.

How did you get started in this business?

Jerome: I had been working at a grocery store here in Wildrose and I was approached by the Manager for Farmers Union Oil at the time. He asked if I wanted a job and I've been working for them (now Horizon Resources) ever since.

What do you enjoy most about your job?

Jerome: I like to get to know different people. It's nice to sit and talk to the farmers, get to know them and develop great working relationships with them. I also like to see all that we can accomplish in a day's time as well, to know we did our jobs well to benefit the customer.

How important is customer service to you?

Jerome: Customer service is the most important thing in what we do each and every day. My policy is: no matter what, the customer is always right. That is how I look at things.

What does a typical day on the job consist of?

Jerome: Typically I'm up pretty early and get in to the office early to get all my paperwork done, prior to things getting busy with customers. In the morning, I could be out on the truck or busy in the shop. I'm also around to help everyone else out and make sure that things are running smoothly. During the winter months, I deal with a lot of employee and oil field-related activity, and then come spring, we start to see the farmers more often.

What do you do in your spare time?

Jerome: I enjoy the chance to get out and do some camping and fishing from time to time. I also enjoy hunting. I mostly like to spend as much time with my kids as possible.

Jerome's daughters Kaylee Petersen (Left) & Aubree Petersen (Right) with dog Benelli.



NEW CONSTRUCTION

The Canopy at Williston Station

OLD

NEW



The T-L Difference

Proven technology

THAT WORKS!



**Missouri River
Irrigation, Inc.**

Chris Hoffman 701-571-9838

Trenton, ND

<http://www.mriir.com>

T-L Irrigation Systems

Contact your T-L dealer Call T-L at 800-330-4264 E-mail sales@tlirr.com www.tlirr.com ©2009 T-L Irrigation Company

Are you tired of dealing with the hassles of irrigating with electrically powered pivot irrigation systems? Microswitches, expensive unexpected repairs, high maintenance costs, safety concerns...the list goes on.

Only T-L Irrigation systems use strong, efficient, smooth running and reliable hydrostatic power that you know and work with every day. Proven technology that works!

Let T-L Irrigation Co. and T-L dealers give you lasting value and decades of dependability. T-L pivot irrigation systems are "Easier on You - For a Lifetime." Call your local T-L dealer or T-L Irrigation Co. at 1-800-330-4264 today!



STEIGER® SERIES TRACTORS

Steiger tractors have provided industry-leading power and innovation to large-scale farm operations since 1957. They've always stood for productivity—through ease of operation and maintenance, fuel-efficient power growth and profit per acre. Whether wheeled or Quadtrac®, nothing puts power to the ground under full load like a Steiger tractor. Demand more performance and efficiency in your operations.



FRONTIER EQUIPMENT

13922 W Front St
Williston, ND 58801
701-774-0957
www.westplains.com



Case IH and Case IH are registered trademarks of CNH America LLC. www.cnh.com



horizonresources

Solutions for your success.

317 2nd Street West
Williston, ND 58801



Nemont

Nationwide



DATA

AVAILABLE NOW

A local Nemont data plan is required. Data service is available in most places that your phone can receive a cellular signal. Coverage not available everywhere in the U.S. Data not available at all in Canada or Mexico. Service is unavailable when your cellular phone is out of range from a Nemont site or a site of another carrier with whom Nemont has a roaming agreement. There are areas with no cellular service. Weather, topography, buildings, your cellular phone, network traffic and other conditions out of our control may cause connection problems. Some restrictions apply, see store for details.