

# ON THE HORIZON

FALL 2011

**Summer Review >**

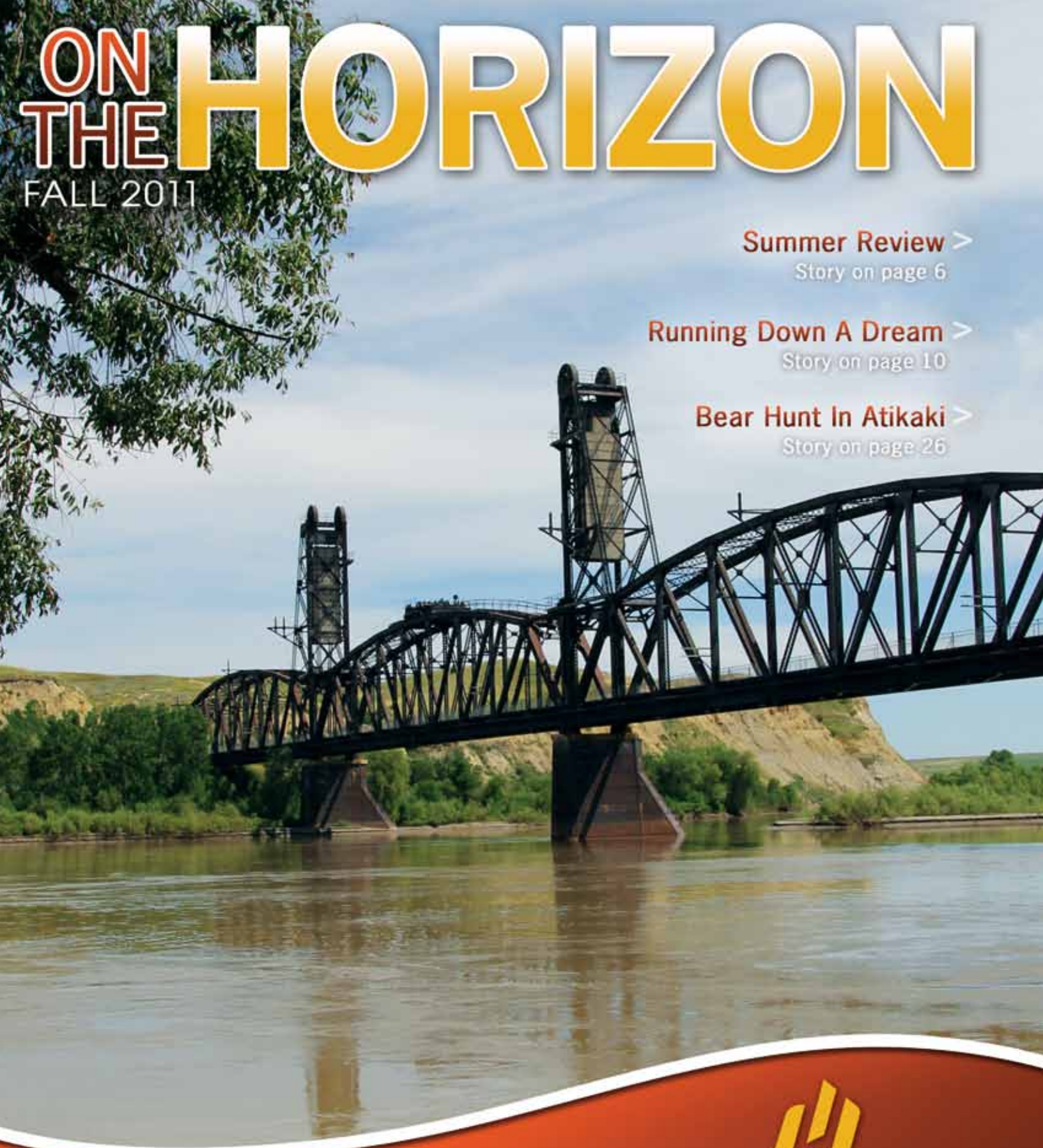
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**Running Down A Dream >**

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# S'Tis The Season

Well it's about that time, hunting season will soon be upon us. It will be interesting to see how the pheasants and deer were affected by all the crazy weather, from the late winter storm to the flooding in the area. One thing is for sure, it should be a good duck season. If you're duck or waterfowl hunting, don't forget when you get your license, call in and get your hip number as well. Also, remember the only shot you can use is the steel shot. Federal Premium® has a new shot out for waterfowl called Black Cloud®. This is also a great shot for ducks and geese with it's knock down power.

The shelving project in the Williston store is now complete. We were able to add about 40

more feet of products and with the new counters and shelving, the store has a nice new look. It is however, taking some time to get used to the new locations of the old products, as well as finding the new ones.

The FFA promotion that we did last year for the high school will again be underway. A portion of the money spent on barbed wire purchases within a certain time frame will be donated to the local high school chapter of the FFA. This money will then be used where the chapter sees fit.

As for the fall clothing we will again carry Rocky® boots for the fall hunting season as well as Danner® boots. We still have muck boots in





steel toe and by winter there will be an insulated steel toe muck boot. If we have a fall like last year, everyone will need a pair of insulated boots.

We are also bringing in some of the FR (Fire Resistant) clothing by Walls® and Wrangler® and these should all be in by early fall. There will be shirts, bibs and coveralls; the pants are taking a little bit longer to bring in because this area is wiping out the supplies that they have carried in the past. The production of the pants has increased, it just has not caught up yet.

As for the tool area of the store, the black rhino safety glasses have been going over really well. If you need a pair of safety glasses, but you

don't like the look of the old style, these are your glasses. They look like a nice pair of sunglasses but have all of the safety ratings for your needs. We also have an area for safety clothing and safety rain suits.

Please stop in and see the new look of our Williston store. I have only mentioned some of the new items we've brought in so come shop around. If there is anything you need don't be afraid to ask as we are here for you. Have a wonderful and safe fall and hunting season.



**Mike Leach**  
Retail Division Manager



# Summer Review

I hope that this issue of "On the Horizon" finds you and your family well-rested and rejuvenated after a nice long vacation, or even just a few days off with family or friends. It seems that the wait for summer in North Dakota is just as anticipated as the wait that a child has for the chance to open their Christmas presents, then in a blink of an eye it's over. Let's all keep our fingers crossed that we have a pleasant fall leading into a mild winter.

I am often asked by our customers "when is Horizon Resources going to build a truck stop?" The answer that everyone would like to hear is that we are going to be breaking ground any day now, however that would not be factual. The truth is that we have looked at a couple of different projects recently that, on the surface, appear to make a lot of sense, when in reality they would prove to be somewhat of a challenge. One of the first and most difficult challenges lies in the staffing requirements (people) it would take to operate a facility of the size that needs to be built. As all of you know finding competent employees that already have a place to live in this boomtown environment is extremely difficult, if not virtually impossible. If there is a more pressing issue than staffing requirements it would be fuel supply. We have been on allocations with our suppliers for several months and have been told that the chance for additional product is marginal at best. For the current time we are improving our fueling locations at Ray, Fairview and Williston to serve you more efficiently and effectively.

Our Ray location has just received an addition of extensive pavement to the parking lot to replace those nasty potholes that have been plaguing you for so long. We are hoping to start construction any day now on the addition of another fueling lane for the west side of our store.

The Fairview store is going through an extensive remodel that should greatly improve that location. In addition to new pavement on the outside, inside you will find a completely remodeled convenience store to better serve you.

The Williston store is a little more complicated because of its location in an already congested downtown area. We are currently utilizing both fuel islands during the day and then switching the east island over to cardtroll only after 6:00 p.m. Our plans are to hire additional staff (stop in for applications) to be able to operate both islands as self-service or cardtroll until our traditional 10:00 p.m. closing time. All three of our locations either have installed or will soon be installing a new auto-fry food service system that will give you a varied menu of food products, available upon your request.

I am disappointed to announce that Grain Division Manager Brian Fadness, has tendered his resignation to pursue a new opportunity with Southwest Grain in the Dickinson area. Brian has been with us since the formation of Horizon Resources and will be greatly missed. We all wish Brian and his family the best of luck in their new endeavors and I want to thank him for all of his hard work for this company.

During the search process for Brian's replacement we were fortunate to be able to retain the services of Bob Stevens. Bob, you will remember, served as the Interim Manager during the formation of Horizon Resources. Bob was the CEO of Southwest Grain before his retirement several years ago. Now he does consulting and assists in management placements. I am pleased to announce that upon review we have selected Chris Quamme to lead our Grain Division. Chris has been with us for several years serving as our Feed Department Manager and at the grain desk

at the old terminal in Williston. Before Chris headed to Dickinson State University he had already started his employment with our company, knowing that he wanted to return full-time. With an eye towards a leadership role within our Grain Division Chris placed special emphasis in taking classes that would accelerate his career. Bob Stevens will continue to work with Chris for an unspecified time in an advisory and mentoring role as he takes over in his new role as our Grain Division Manager.

On October 1, 2011, Ron Klang, Horizon Resources Station Manager at Watford City, will be retiring after 32 years with the company. I want to take this opportunity to thank Ron for his efforts and dedication to the company. His leadership abilities and guidance will be sorely missed. I congratulate him on his retirement and wish him all the best in whatever he chooses to do with his well-earned time!

Steve Wentz, a 19-year employee of the Watford City operation has accepted the position that Ron previously held. It is very gratifying for Horizon Resources to be able to advance from within the careers of some of our dedicated employees such as Steve into leadership roles. Congratulations Steve!

It appears that harvest will be a long drawn out process this fall. I assure you that we will have plenty of room at all of our elevators to accommodate you throughout harvest. Best wishes for the remainder of your summer and from all of us at Horizon Resources, best wishes for a safe harvest season.



**Jeff Wagner**  
President/CEO





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# WEANING NUTRITION

Weaning time will soon be upon us. I would like to touch a little on some weaning options for this year. Calf prices are very good, perhaps you are looking at selling right off the cows. If not, there is some money to be made by backgrounding for 30 to 45 days.

The key to a successful weaning program is to get calves on feed fast. The more time spent at the bunk, the less time spent wandering and bawling, the less stress you will have. Head Start is the recommended weaning product from Payback®. It is highly palatable and available with different medications, or non-medicated if you are in a natural program. It can be fed at different rates depending on the level of medication and the rate of gain you desire.

Last fall I conducted Head Start trials in different locations in northwestern North Dakota and eastern Montana. At each trial we used Head Start with a different medication and fed at a different level. One of the trials involved a rancher in the Horizon Resources trade area. Chris Quamme and I conducted a Head Start trial at the Allen Allard Ranch, east

of Williston. We weighed the calves at weaning and put them on 10 lbs. of Head Start S-70 and free choice grass hay for 28 days. We then weighed the calves again for a daily gain. The calves averaged a gain of 2.89 lbs. per day. Cost of gain was \$0.41 per lb. In each trial that was conducted, the daily gain was different depending on the feed rate. Cost of gain was different depending on the feed costs at that location. What remained the same at all of the trials was that there was no treatment of calves after the initial weaning. No calves were pulled during the 28 day trial.

I would like to thank Chris Quamme of Horizon Resources for helping with the trial and Allen Allard for allowing us to do it on his ranch.



To learn more about this program and for all of your livestock nutrition needs, contact your local Horizon Resources dealer.

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# RUNNING DOWN A DREAM



There they sat. Coach Ed Wiltzen and the rest of the Fairview High Warriors women's track team. Earlier in the day they had come up short, placing fourth in the 2010 Montana state track meet. Now they sat on the sidelines, watching as the top three schools were awarded their trophies. "I think this was the initial spark that was lit," remembers Wiltzen. "To have come close, but not finish strong. It just felt incomplete."

Fast-forward a year later to Missoula, Montana and the 2011 state track meet. Wiltzen and his young team of athletes, lead by senior Morgan Klose, were back to try their hand at a possible championship. The 2011 campaign had been a story of ups and downs for the lady Warriors. At the first track meet they found themselves without their star and team leader Klose. "I think it was during this period, when our team had to dig deep and compete without one of their best, that we found out what we were made of," says Wiltzen. And dig deep they did, as the team continued to find ways to win. Now came the end of the season, capped with the annual state track meet held in Missoula, some 600 miles from Fairview. This year would be different. This year fourth place wouldn't cut it.

Day one of the meet was met with unfulfilled results as the Warriors finished with only eight team points, the same amount they had received the previous year, their fourth place year. "I think it caught us off guard," says Wiltzen. "The girls knew that they had it in them to do better and the first day's effort was not their best." Wiltzen, putting on his coaching hat, would go on to deliver words of encouragement to his team. "I simply told them to put this day behind them. That tomorrow was a new day and they could start fresh."

As day two commenced and events unfolded, Wiltzen could see that his team of Warriors had not only come out to compete, but to try and achieve something special. Team leader Klose





was back and continued to place high in her individual events, including a school record in the triple jump and anchoring a fourth place finish in the 400m relay. "I think watching Morgan compete definitely helped fire up the other members of the team," states Wiltzen. Younger sister and sophomore Masyn Klose, always competitive with her sibling, also placed in both the high jump and the triple jump. Junior, Tiffany Kittleson would join her teammates placing in the pole vault competition as well.

By the time the smoke cleared at the end of the day, the lady Warriors found themselves sitting with a total of 50 points, and as it turns out, eight more than the closest team. "It was surreal," remembers Wiltzen. "When we looked up and saw that we had won the championship, I wanted someone to pinch me."

Not only had the Fairview High Warriors women's team won the 2011 Montana state track meet, they were also the first women's track team in school history to bring home a championship, something Wiltzen and his team will never forget. "These girls worked hard. They set a goal and went after it, expecting the best from both themselves and each other as a team," explains Wiltzen. "The last time our school brought home a state track championship was with the men in 1953. I told the girls that this would be one of those things you're going to tell your kids about, that your place in the history books has now been written."





# Sudoku Puzzle

|   |   |   |   |  |   |   |   |   |
|---|---|---|---|--|---|---|---|---|
|   |   | 8 |   |  | 4 |   |   | 3 |
|   | 9 |   |   |  |   |   | 6 | 1 |
|   |   |   | 3 |  |   |   |   |   |
|   |   |   | 4 |  |   | 7 | 5 |   |
|   |   | 3 | 7 |  | 5 | 6 |   |   |
|   | 5 | 9 |   |  | 6 |   |   |   |
|   |   |   |   |  | 3 |   |   |   |
| 5 | 4 |   |   |  |   |   | 9 |   |
| 6 |   |   | 8 |  |   | 5 |   |   |

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# Employee Spotlight:

## Steve Wentz

Watford City Location Manager



At Horizon Resources we often spend a majority of time focusing on our member customers, who continually drive us to succeed on their behalf. Not to be forgotten however, are the many employees who make up the backbone of our organization. Day in and day out they are the face of our business. They are there from sunrise to sunset, twelve months out of the year helping customers. We sat down and spoke with Steve Wentz, who manages at the Watford City elevator and asked him to answer a few questions that would help spotlight his time as an employee of Horizon Resources.

### How long have you been with Horizon Resources?

Steve: I am going on 19 years with the company and still enjoy the work.

### What is your title and what do you do?

Steve: Currently I am the Watford City Location Manager. I help maintain the elevator facility, as well as assist customers who come to the elevator.

### How did you get started in this business?

Steve: I grew up around agriculture, and farming has always been a part of my life. Here in Watford City I started buying and selling grain and then over the years moved on to other positions.

### What is the best part of your job?

Steve: What can I say, I like what I do. I know what my hours are, when I start and when I'll be getting off. I like working with area growers and helping them out when they need it.

### What does customer service mean to you?

Steve: Taking care of the customer. I get a lot of questions that growers ask when it comes to either

feed or seed, "What's the grade of this?", "Will it work for my cattle?", "Will you, (Horizon) take it if gets damp?" I enjoy helping them and building solid working relationships based on trust.

### What does a typical day on the job consist of?

Steve: To be honest, no two days are the same. You are always coming across something different. I come in each morning and get ready to work with customers in either a grain or cattle setting.

### What do you do in your spare time?

Steve: I help out at another farm in the area. I also enjoy hunting, fishing and camping. I like being on the lake in the summer and snowmobiling during the winter.





# The New Estate Tax

## Buzz Word: Portability

The new estate tax law has made some dramatic changes. The federal exemption was set at \$5 million and amounts over that are taxed at 35%. The estate tax exclusion was also made portable between married couples. Thus, any amount unused by the first to die spouse's estate carries over for the surviving spouse's estate.

The federal government imposes a tax on the value of your property when you pass it along to your heirs at your death. Any amount that is passed to a surviving spouse is generally fully deductible. The estate is also allowed to exclude or exempt a certain amount that passes on to non-spouse beneficiaries. That amount is now \$5 million in 2011.

Prior to the new tax law, if a spouse died without planning for the exemption and left all to the surviving spouse, the estate would have passed tax free to the surviving spouse under the unlimited marital deduction, and the deceased spouse's exemption was lost or "wasted." The surviving spouse's estate could then only transfer an amount equal to his or her own exemption free from federal estate tax. The typical solution to this problem was to have couples set up what is referred to as a credit

shelter or bypass trust (also known as A/B trust) that sheltered or preserved the exemption of the first spouse to die.

Now, under the new exclusion amounts, couples could potentially pass up to \$10 million to non-spouse beneficiaries and escape any estate tax. So with this new estate tax law, should you no longer consider a credit shelter or bypass trust in your estate planning? Consider this:

- Portability will expire after 2012, unless Congress enacts further legislation.
- A trust can help protect assets against creditors of the surviving spouse or other beneficiaries.
- A trust can prevent some assets from passing outside the family should the surviving spouse remarry.
- A bypass or credit shelter trust can potentially prevent appreciation in asset values (an oil well perhaps?) from inclusion in the surviving spouse's estate.

To use the exemption portability, the estate of the first spouse to die must elect to use portability on the estate tax return. This estate tax return must be filed in order to use portability even if the return is not otherwise required to be filed.

You should always seek the advice of your legal and tax professional regarding tax matters. Information contained here merely highlights some benefits.

**Want to know more? Stop in or give me a call at 701-774-0653 or email me at: [dcrosby@BisonDriveAdvisor.com](mailto:dcrosby@BisonDriveAdvisor.com). Visits are always at no obligation and are complimentary.**

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## Remodel Starts *in Fairview*

Darcie Yadon, Horizon Resources Retail Manager in Fairview, needs only to look at the volume of traffic rolling by her store every day to justify the need for a fast food option in Fairview. “We now have at least twice the traffic as before, and there is no fast food option in Fairview for truckers and people driving through who want a quick and easy stop for something to eat.” With no kitchen area the decision for a major remodel was made and now an area that was once an office will house the new kitchen. This kitchen will be complete with a fryer to cook those finger foods that are convenient and easy to consume on the road. “We’ll experiment with the menu to see what people enjoy, but to start out we’ll have pizza, hot sandwiches, chicken strips, fries, eggrolls and pretty much anything else you can cook in a fryer.”

In addition, the retail hardware area will be completely re-done and re-fitted to meet the new demands of the oil industry. “For example,” Darcie continues, “we need to stock safety items like hard hats and safety glasses. Workers can’t show up for their jobs without them and they need a reliable supply.” With all of the updated product and remodeling there is one thing that will never change, “we will still be carrying all of the items that our local customers

have come to depend on us for,” says Darcie. “We are trying to stay current with what is happening within our community, while still trying to keep our “regulars” stocked with the products that they come to purchase from us for years.”

But that’s not all. A recently completed paving project will mean convenient driving and parking areas for all customers.

If everything stays on schedule the remodel should be completed by early fall, just in time for the beet harvest to start. “It is a busy time of year for our locals, so we hope to be back to ship shape by then. We are excited to be offering new items to our customers, both new and old, and we can’t wait to add food to our repertoire!”

When completed, the Horizon Resources convenience store and retail hardware location will have three full-time employees, including Darcie, and four part-time employees.

Darcie Yadon has been working at Horizon Resources for almost twelve years. She is a native of the Fairview area.



# Greetings

from the new

*Grain Division Manager*



I am very excited to take on the new role of Grain Division Manager for Horizon Resources. I am looking forward to visiting with more of you about your grain business. Currently, I will continue to handle the feed side of things here in Williston until I find a suitable replacement.

Bob Stevens has been in Williston for the past month and a half as our Interim Manager; he helped us keep our feet on the ground. He has a wealth of knowledge and all of us have absorbed quite a bit of information from him.

## In grain news:

We have begun the downward trend of harvest and it has been going well so far, however it has been a slow one. A large majority of the crop coming in is looking good. Proteins are up right now, which is the cause for no premiums at this time.

## In feed news:

Right around the corner is weaning time. All of our feed locations can set you up with the right feed to put the weight on during that stressful time on the calves.

I invite everyone to stop in and visit with us about any of your grain/feed needs. The coffee is always on. Have a safe harvest season!



**Chris Quamme**  
Grain Division Manager



# 2011 North Dakota *Hunting Outlook*

More than 100,000 North Dakotans will take to the field this fall in pursuit of grouse, geese, pheasants and deer. Here's a summary of the prospects as outlined by the North Dakota Game and Fish Department in its August-September 2011 issue of North Dakota Outdoors.

## ▶ Ring-Necked *Pheasants*

After three difficult winters, it wasn't a surprise that rooster crowing counts were down about 18 percent statewide this spring. In addition, removal of more and more Conservation Reserve Program acres, most notably in southeastern North Dakota, will surely continue to reduce the state's pheasant population.

In the past several years, pheasant harvest has declined from more than 800,000, to about 550,000 in 2010.

While June 2011 didn't have the best weather for nesting or brooding hens, one positive this spring was habitat quality in the state, which could help hatching success and chick survival.

## ▶ Wild *Turkeys*

Though Game and Fish expects fewer birds in some western and central hunting units this fall, hunters will likely find turkey numbers in the central and eastern parts of the state comparable to 2010.

## ▶ Ruffed *Grouse*

More than 40 years of census data in North Dakota shows that ruffed grouse numbers tend to cycle about every eight to ten years. In 2010 it seemed the population was slowly moving up from the low end of the cycle, but this spring's

statewide drumming counts indicated an almost 13 percent increase from 2010 in the Pembina Hills, but the Turtle Mountains showed a 28 percent decrease.

## ▶ Sharp-Tailed *Grouse*

Three consecutive harsh winters haven't helped the state's sharptails and a wet, cold spring this year delayed nesting across the state. Warm, dry weather is crucial to a decent hatch and fortunately mid-summer nesting conditions were optimal for late or reneesting attempts. Hunters should expect to see lower grouse numbers this hunting season.

## ▶ Hungarian *Partridge*

Hunters will likely see fewer Hungarian partridge than last year. The last three severe winters have cut the adult breeding population, and spring 2011 was wet and cold, likely reducing chick survival or forcing adult pairs to reneest.

## ▶ Ducks & *Geese*

It looks like another banner year for waterfowl hunters. While the spring breeding duck index was down a bit from 2010, it was still well above average and the ninth highest on record. Habitat conditions are good throughout the Prairie Pothole Region so breeding birds were likely more spread out than in previous years.

North Dakota also has abundant resident Canada geese, and migrant Canada geese and snow geese are also well above population objectives.



## ► White-Tailed *Deer*

This year the Game and Fish Department made available 109,950 deer licenses for the regular gun season, 6,825 fewer than 2010. While deer numbers statewide are down considerably from a few years ago, they are actually at or near management objectives in many units because of the last three severe winters and because Game and Fish directed high hunting pressure on does for much of the last decade.

Over the past year, department staff reevaluated management goals for each hunting unit and set a statewide goal for the next five years at 124,800 deer licenses. In general, that will mean fewer doe licenses until the population increases to match the management goal.

## ► Mule *Deer*

Recent severe winters have been tough on mule deer in the badlands.

Production in 2010 was the lowest ever documented with 72 fawns per 100 does, and the 2011 spring index of six mule deer per square mile was 23 percent lower than 2010 and 38 percent below the 2007 index. Part of the fallout is a necessary reduction in mule deer licenses, set at 4,550 this fall, 2,725 fewer than last year.

## ► Doves

North Dakota's dove breeding population changes relatively little from year to year. That's good since the state generally has a sizeable breeding population. Nationwide, North Dakota's mourning dove breeding population ranked fifth in 2011, based on a call-count survey conducted in late May.

Dove hunters should have experienced good opportunities during the first two weeks of September.

## ► Sandhill *Cranes*

The 2011 spring index for Mid-continent sandhill cranes will likely exceed 425,000 birds, putting the breeding population index above average levels.

Staging areas are in excellent shape statewide, with the exception of some traditional areas where water is too deep. Overall, the state should provide good sandhill crane hunting opportunities this fall.

## ► Furbearers

Noteworthy to this year's furbearer seasons is the first regulated trapping season for fishers in the state. A large member of the weasel family, this animal has recolonized its historic range in northeastern North Dakota, allowing for this new opportunity.

Similar to last year, fur harvesters will have plenty of coyotes and muskrats to pursue. Raccoon and skunk indices are up statewide compared to last year. Additionally, fox numbers are up in the Prairie Pothole Region, beaver are up in the Red River Valley and badgers are increasing in both of those regions.

This year's mountain lion hunting season will allow a quota of 14 mountain lions in Zone 1, divided into an early and late season. Pursuit with hounds is limited to the late season, which starts after deer gun season closes and has a quota of five cats. The early season quota is nine.

For details on season dates, bag limits and other regulations, consult the appropriate annual hunting guides, available at license vendors around the state and on the Game and Fish Department website at [www.gf.nd.gov](http://www.gf.nd.gov).







# STRUGGLE IN THE FIELDS

A look back on the 2011 planting year.

After a long and stressful season I think we are all ready to be completely done with the 2011 crop. What a struggle to say the least. We can look back to the moisture problems with last fall's harvest as the beginning of our struggles with this year's crop. Harvest lasted about a month longer than it should have and it put a halt to a lot of our fieldwork that is normally done in the fall. In a normal year, we would spread a lot of fall fertilizer in the month of November and last year we did none. I guess this was a good thing for this year's crop since most of the fall fertilizer from last year was leached below the root zone with the winter and spring moisture.

With all of the struggles from this spring, we have lost another famous saying that I have heard from many farmers. We now have to throw out, "we have never not got our crop planted." This, unfortunately, is the year.

Many acres were not planted and became a nightmare to even get sprayed for chemical fallow. I cannot even guess how many times we've had fertilizer spreader trucks or sprayers stuck this year. We just kept towropes paddle locked to the front of our spreader trucks, a 100 ft. cable and an \$800 towrope ready to go every day. I must say thank you to all of the farmers that went out of their way to pull us out, even if it was not on their own land. We had to call back hoes to dig out sprayers and winch trucks to pull out sprayers and spreaders on the really bad days. In most cases, it was not like the operator drove into a water hole, it was the spots that you wouldn't think there would be any water. Side hills were about the worst spots and this makes sense when you think about the 15 ft. snowdrifts that were on every side hill last winter. We heard a lot of horror stories of other sprayers and drills being stuck and having to be taken apart to get them out of the mud. Everyone has their own stories from this past



spring and I think everyone spent some time on the end of a towrope or chain.

The crop that did get seeded had a lot of stress to go through including dry soil, if you can believe that. I looked at some of the latest seeded crop that was seeded into wet soil and quickly turned hard as cement because of the early hot weather, shortly after emergence. We also saw a lot of stress from diseases, including a lot of root rot. Keep this in mind for next spring, we need to use a good quality seed treatment no matter how warm the soil is or what time of spring you are seeding. Cutting out two dollars per acre worth of seed treatment will cost a lot of money per acre if you had root rot.

You may have seen a ten-bushel or more yield reduction very easily. I am not sure where we ended up with preventive planting, but my guess is that we only got around 40% of our crop seeded, and it was even worse in some areas further north and areas between Williston and the Montana border. I hope at this time you are well into your harvest or maybe even done and have all of your crop in the bins. I hope your crops are in the new bins that you bought from us this year that we had put up in time for harvest. That is a lot of wishful thinking for me at this time.

**“We heard a lot of horror stories of other sprayers and drills being stuck and having to be taken apart to get them out of the mud.”**

Grain bin season has also turned into a nightmare; with the late start that we had because of the wet spring. Our concrete contractor came into my office in April looking for dry ground to start forming and pouring on, and all I could come up with was the new sidewalk in front of my house. This was done before the blizzard hit in May, so he then waited

the next two months for yards to dry out and bin sites to get ready for him. Those two months of lost work really bit us for getting our bins done in time for harvest. Nobody had dry sites or had their site ready until about July 8th, and then everyone called the same day. If you purchased a grain bin from us I thank you and I hope we got the project done in time for your harvest. If you are thinking about bins, usually the best time to purchase them is toward the end of the year in November and December. We have been approached by a couple more bin companies this summer, so we may have more options available for next year.

As I write this, we all have heavy hearts in our office as we lost a former long-time employee and friend as Maynard Johnson passed away. We offer our condolences to his wife Laurel, and his sons Lane and Les and their families. I personally worked with Maynard for over 15 years and Maynard was with Horizon Resources and Farmers Union Oil Company for many more than that. Maynard filled more anhydrous ammonia tanks in Williams County than any other person that I could ever think of. I told Maynard last fall that I was really going to miss him when he retired at the end of 2010. Sometimes life is not fair and in Maynard we lost one of the kindest people that I have ever met and had the privilege to work with and consider a friend.

As we enter the fall season, we hope that our weather patterns return to normal and we can plan for a normal fall fertilizer season and upcoming spring season. Keep us in mind if you are in need of grain hauling this fall. We have three grain trailers that we use to transfer grain from our satellite elevators into Williston and will deliver off of the farm when we have trucks and drivers available. Have a safe fall and enjoy the beautiful fall North Dakota weather before we see the snow fly once again.



**John Salvevold**  
Agronomy Division Manager





# ★ RELAY For

Williston raised a total of \$202,859, Sidney raised a total of \$51,000 and  
Watford City raised a total of \$56,833 this year.







Life  
and







# New Spill Rules

## *Coming Into Play Soon*

As of November 10, 2011, new rules established by the Environmental Protection Agency (EPA) regarding oil spill prevention take effect. The purpose of the Spill Prevention, Control and Countermeasure (SPCC) rule is to help facilities and farms prevent a discharge of oil into navigable waters or adjoining shorelines. A key element of the SPCC rule requires farms and other facilities to develop, maintain and implement an oil spill prevention plan, called an "SPCC Plan." These plans help farms prevent oil spills, as well as control a spill, should one occur.

### **The SPCC rule applies to a farm or agricultural facility that:**

- Stores, transfers, uses or consumes oil or oil products, such as diesel fuel, gasoline, lube oil, hydraulic oil, adjuvant oil, crop oil, vegetable oil or animal fat.
- Stores more than 1,320 US gallons in total of all aboveground containers (only count containers with 55 gallons or greater storage capacity) or more than 42,000 gallons in completely buried containers.
- Could reasonably be expected to discharge oil to navigable waters of the US or adjoining shorelines, such as lakes, rivers and streams.

You can determine if your farm could reasonably discharge oil into or upon navigable waters by considering the geography and location of your farm relative to nearby navigable waters (such as lakes, rivers, streams, creeks and other waterways) or adjoining shorelines. You should also consider if ditches, gullies, storm sewers or other drainage systems might transport an oil spill to nearby navigable waters or adjoining shorelines. Estimate the volume of oil that could be spilled in an incident and how that oil might drain or flow from your farm and the soil conditions or geographic features that might affect the flow toward navigable waters or adjoining shorelines.

If one of your oil storage tanks were to leak and the spilled oil would not flow into navigable waters or adjoining shorelines, you do not have to prepare a plan. Remember, however, that you still have the responsibility to clean up any spilled oil and a containment system (for example, a dirt berm around the tank) makes this easier. The EPA recommends that you check with your state environmental contacts to determine if there are requirements when oil is spilled to soil only.

For more information regarding the upcoming SPCC rule log on to:  
[www.epa.gov/emergencies/spcc](http://www.epa.gov/emergencies/spcc)





# Another Milestone

As I write this, the office personnel and I are busy getting ready for our six-month audit next week. My son asked me what an audit is like, so I told him in terms that he could understand. An audit is like going to school all year and having one test at the end to see if you pass. He looked at me and said a slow, "Oh" and paused and then another, "OOOHHH." I think it was an ah-ha moment for him.

In looking at the preliminary sales numbers they show that our sales for the first six months of 2011 were \$180,478,021. Wow! That averages out to just over \$1,000,000 per day. How is that

possible you ask? It takes an extraordinary effort of about 120 hard working cooperative employees. The next time you see one of them, tell them thanks for all of their extra effort they put in to make all of this happen. Let's see, \$1,000,000 per day would be \$41,666.67 per hour, so that would be \$694.44 per minute and that would work out to \$11.57 per second. That would be if we were open all of the time, which we aren't and don't get any ideas, we need our rest. Do you know how much a million is? If you were to count to 1,000,000 and you counted one number each second it would take you over 11.5 days.

## Here is a look at the division totals and a comparison to last year:

|                          | YTD June 2011        | YTD June 2010        |
|--------------------------|----------------------|----------------------|
| <b>Grain Division</b>    | <b>\$33,851,566</b>  | <b>\$14,856,168</b>  |
| <b>Energy Division</b>   | <b>\$106,572,206</b> | <b>\$55,886,764</b>  |
| <b>Retail Division</b>   | <b>\$23,636,263</b>  | <b>\$12,002,490</b>  |
| <b>Agronomy Division</b> | <b>\$16,417,986</b>  | <b>\$21,183,962</b>  |
|                          | <b>\$180,478,021</b> | <b>\$103,929,384</b> |

As you can imagine the price of grain and petroleum products have a significant impact on the dollar sales. But we are showing sizeable gains in quantities sold especially in the Energy Division. The Agronomy Division didn't fare quite as well in the first half of the year with the tough spring and I am sure the Grain Division will have a tough second half of the year. It's a good thing we are a diversified cooperative.

Well, I better run and get back to audit preparations. I hope you have some kind of harvest this year.



**Jim Radtke**  
CFO





# Bear Hunt

## *in Atikaki*



Seven days in the remote wilderness, away from cell phones, without electricity, television and no roads. This may sound like an inconvenience to some. But for Mike Leach, Retail Division Manager at Horizon Resources, the Atikaki Provincial Wilderness Park north of Winnipeg, Manitoba was the perfect spot to relax and unwind in an “away from it all” setting. He pursued a life long dream of bringing home a black bear as a trophy.

The opportunity to visit Atikaki and hunt for bear came as a bit of luck, as Mike won the trip at the annual Rocky Mountain Elk Foundation event in Williston. McKenzie Outfitters had donated the bear-hunting trip to the foundation.

If you are wondering just where Atikaki is, think north and east of Winnipeg towards the Ontario boarder. The only access to the park is by floatplane, canoe or on foot. In the middle of the park is Giraffe Lake and that is where Mike and his good friend Ron Woessner would call home for their seven-day excursion. They would drive to Winnipeg on Saturday, head north by vehicle to the floatplane base, and after loading their 100 pounds (the limit for each person) into the plane they would soar over beautiful forest terrain, dotted with hundreds of lakes. About an hour later they would descend into Giraffe Lake, where they would unload and meet their guide Monte, one of the owners of McKenzie Outfitters.

Camp would consist of outfitters tents on wood floors with a wood fired heater in the corner. There would be four hunters on this trip, Mike and Ron and then a father (Jeff) and son (Connor) team from Missouri. Jeff had given his son the trip as a graduation present.

It would not take Mike long to begin to learn about bear hunting in Atikaki. By evening he was in his stand watching for bear activity below. The bear would be drawn to bait sites where they would get a variety of food like peanuts. In Mike's words, “it was amazing how the bear could shell the peanuts with their claws.” The first night would not yield much bear activity in the area where Mike had his tree stand, but the next morning Monte shared that the bait site







was “hit hard” that night by a mother bear (sow) and three cubs. That day when Mike was dropped off to walk to his tree stand, he met the family coming down the same path as he. Realizing that he could only see one of the three cubs, Mike cautiously backed up as the protective mother bear stood tall on her hind feet. They went their way and Mike went his. “They try to harvest only male (bore) bears in the wilderness,” said Mike, so he would change locations to continue his hunting expedition. There were additional hours spent in the tree stand observing bear activity. “They would play around and they knew that I was there,” continues Mike, as he watched for a bear that he would like to harvest to fill his license.

**“It truly was an excellent experience, one that I won’t soon forget.”**

Thursday would be the day of success for Mike. In the Atikaki Wilderness there are a variety of hunting methods. Most use a traditional rifle, some are prone to take a bear with a bow, but Mike chose to use a .50 caliber black powder rifle. The shot was about 35 yards and the bear he felled was around 220 pounds and would measure approximately six feet in length. This

was an average sized bear, Mike said it is not uncommon for bears to be up to eight foot tall and weigh in at 350 pounds plus.

His bear hunt would end that day, and until Sunday he would spend time fishing for walleye and northern pike in Giraffe Lake, “I got one pretty nice one (walleye) that was around 27 and a half inches long,” adds Mike.

You might ask what draws someone to endure this wilderness in search of bear? For Mike, “It was the experience. Some people want to hunt moose or elk, I always thought it was the challenge of having a prey that could turn on you if they wanted.”

The trip would end as it began with a floatplane ride back to the Winnipeg area. “On the way back the pilot opened the windows of the plane to get air through it. That was quite an experience,” said Mike. The memories of the trip are now the trophy and the photos from the June trip to Atikaki, but Mike promises to return again someday and hopes to take his son with him.

“It truly was an excellent experience, one that I won’t soon forget.” These are the trips that you remember forever. Trips where you leave behind only the memories and your footprints.





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# PREVENTIVE *planting*

**Jim Hennessy**  
Mountrail County  
Extension Agent

I remember the first time I was old enough to run the tractor, what a day! I, the eldest of my brothers, was now given the opportunity to show my worth on the farm. Needless to say my bubble burst when I found myself sitting in the middle of a slough spinning my wheels. I knew from that day forward that the career of farming would be a challenging one. Even as I sit here in my office 40 years later and talk with farmers who have fought the mud, water and weeds of 2011, I realize and appreciate the hard fought lifestyle of farming.

A record year 2011 will be for many farmers in northwest North Dakota when dealing with precipitation. With annual precipitation well above normal, many acres didn't get planted and areas of northwest North Dakota have seen as much as 23 inches of rain. Here in Mountrail County we averaged about half the crop put in. Some of the southern edge of the county saw 75-80% seeded and the north end got about 20% in. So in lies the quest as to what we do with the Preventive Plant Acres. For the most part many producers have struggled to keep them sprayed as the areas are still saturated and requiring multiple applications of burndown. Some of the options for cover crops allow for many different crops as long as they are left until the first of November. Cover crop options include millets, oats, radishes, turnips, forage

peas and Sorghum-Sudan grass, just to mention a few. The real challenge to a cover crop is getting the land in shape to seed. Many fields have quite an assortment of weeds that are very competitive with crops. Burndown of the weed masses will require control of abnormally large and out of control plants that require more attention. Planting into the weed stubble will be the biggest challenge as we fight weeds and moisture. The main purpose of the cover crop for many, will be to consume water and dry out the landscape. Additional benefits would include organic matter and nitrogen fixation. Many of these cover crops are good water users and can be grazed after the November first deadline, or just left to add organic matter to the soil. For example, turnips and radishes will tend to be cold tolerant to 23 degrees, which gives extended growth and grazing.

We have also seen a huge interest in the seeding of winter wheat in the region. For many this will be a new learning curve with concerns for the wheat streak mosaic disease. Clean fields and residue burndown is a must with preplant activities for the winter wheat crop. In addition, the need to procure good quality seed is a major concern as seed availability is getting slim. If producers are inquiring on what varieties of winter wheat seed they should plant or available varieties, please contact your local extension service office. Even though we have had an abnormal summer, we still have the option for managing the excess moisture so that we can come into a close to normal spring planting season.



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

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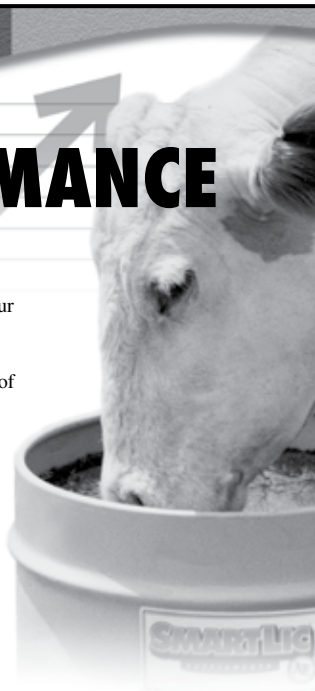
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