

# ON THE HORIZON

WINTER 2012

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# NEWS from the AG INDUSTRY



Jeff Wagner  
President/CEO

If you reside in western North Dakota or eastern Montana, a day, hour or minute does not go by without being involved in a conversation or hearing the latest newscast or even gossip about our energy rich region. It's quite a buzz when discussions involve what new restaurant, hotel or major box store is coming to town, the conversation also always concludes with housing concerns and the current traffic problems in the energy corridor. We, at Horizon Resources are appreciative of the role that we play in the energy related activities that are occurring in our trade territory; if you have been a regular reader of *On The Horizon* you will recall that we continually write about the value and importance of all of our business groups, especially those that are consistent with our agricultural heritage.

**"We at Horizon Resources are appreciative of the role that we play in the energy related activities that are occurring in our trade territory."**

As you look out over the landscape in the evening you cannot help but notice all of the natural gas that is being flared off from existing oil wells. Those flares represent the potential for lower nitrogen fertilizer prices for upper Midwest producers. On September 12<sup>th</sup>, CHS Inc. made a significant announcement that will affect both the Energy and Agronomy business in the upper Midwest. CHS is a leading global agribusiness owned by farmers, ranchers and cooperatives across the United States, operating petroleum refineries/pipelines. They also manufacture, market and distribute Cenex branded refined fuels, lubricants, propane and renewable energy products. To the right is the information that was released.

The following news release was published by CHS Inc.:



## North Dakota governor, CHS announce plan to pursue major nitrogen fertilizer plant

### CHS plant would convert North Dakota natural gas into reliable supplies of fertilizer

CHSCP  
Sep 12, 2012

BISMARCK, N.D. (Sept 12, 2012) - North Dakota Gov. Jack Dalrymple and leaders of CHS Inc., the nation's largest farmer-owned cooperative, today announced that the company is taking steps toward construction of a more than \$1 billion major nitrogen fertilizer manufacturing plant to be located at Spiritwood, N.D., which would provide the region's farmers with enhanced supplies of crop nutrients essential to raising corn and other crops.

CHS has selected a site on 200-acres near Spiritwood and, following further due diligence, necessary approvals and a successful engineering study, would move forward with the construction of the plant. By selecting the site, CHS is able to conduct a preliminary front-end engineering and design study, which will then be used to determine feasibility of construction plans for the project, expected to cost between \$1.1 billion and \$1.4 billion. CHS is investing \$10 million in this first feasibility phase.

"This potential for this type of project is great news for our farmers and for the entire state of North Dakota," Dalrymple said. "The CHS plant will help us further reduce the flaring of natural gas in western North Dakota and it will provide our farmers with a reliable supply of locally produced fertilizers in place of imports from foreign countries. We will continue working to add value to our energy resources and to develop more locally produced agricultural inputs for North Dakota farmers."

Governor Dalrymple and CHS President and Chief Executive Officer Carl Casale made the announcement during an event at the North Dakota Capitol. They were joined by Woody Barth, president of the North Dakota Farmers Union which has helped facilitate discussions.

"By pursuing this project, CHS would be making a significant, strategic investment that ensures consistent, domestic nitrogen fertilizer supply for our farmer-owners," Casale said. "Today CHS imports fertilizer products from 19 countries. Developing additional domestic crop nutrients sources closer to our customers is critical to meeting increasing demand, improving our logistical and distribution expertise, and adding value for the farmers who count on us."

"The ability to deliver a reliable supply of fertilizer products in North Dakota and the region is a win-win for family farmers and our farmer-owned cooperative system," said Barth. "We are pleased that our organization's initial market analysis and feasibility study for building a plant of this scope has allowed us to work closely with CHS, leading to today's announcement"

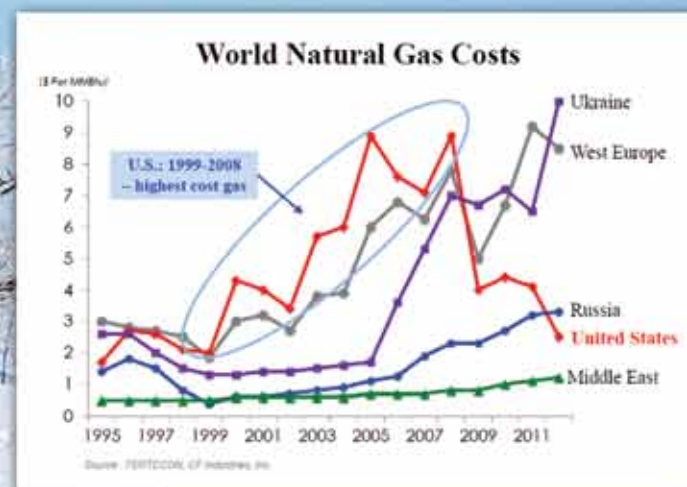
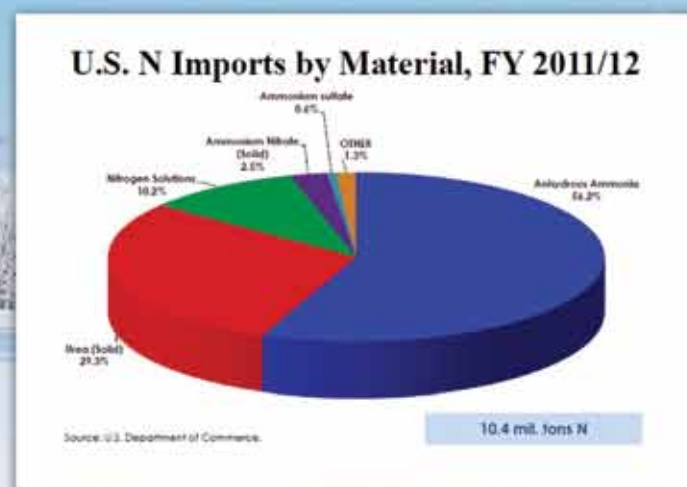
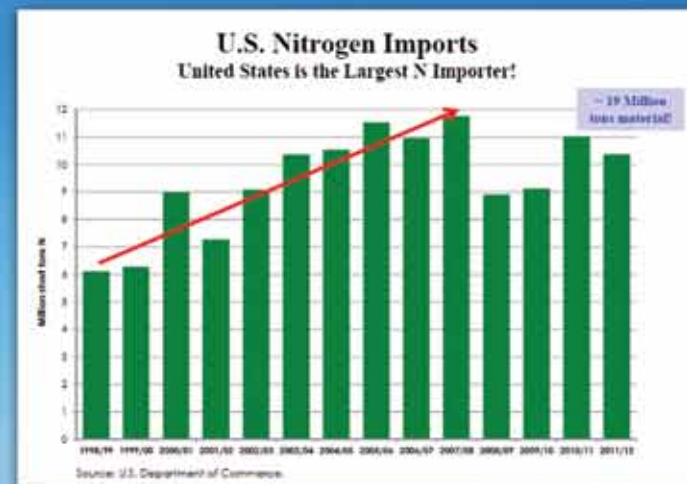
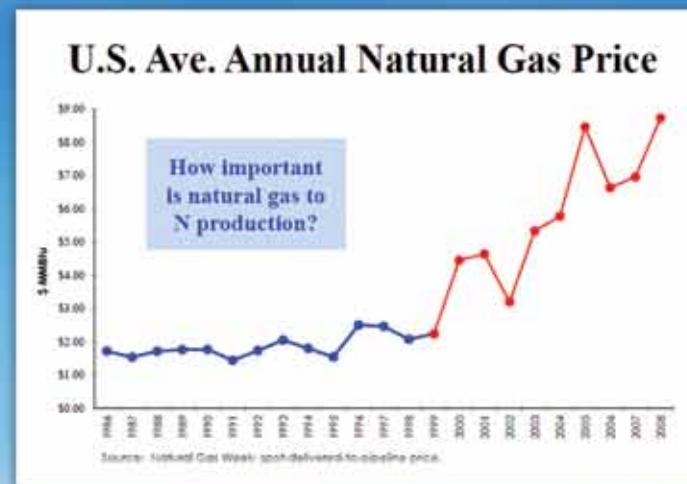
Preliminary plans call for construction of a plant to produce 2,200 tons of ammonia daily. It will be distributed as anhydrous ammonia, urea and UAN liquid fertilizer to farm supply retailers and farmers in the Dakotas and parts of Minnesota, Montana and Canada. The proposed North Dakota plant takes advantage of abundant regional natural gas feedstock. It could employ between 100 and 150 people, with a tentative start-up in the second half of 2016.

Casale said CHS is in discussions with Great River Energy and the Jamestown Stutsman Development Corporation (JSDC), who together own the Spiritwood property, to formalize project agreements related to the land and services to be provided by the power generation cooperative and JSDC, CHS will continue working with Governor Dalrymple's office, the North Dakota Department of Commerce, JSDC, Jamestown city and Stutsman County officials, the North Dakota Farmers Union and Great River Energy to move the project forward. In addition, CHS has contracted with engineering firms CH2M Hill of Houston, Texas, and Kadrmas, Lee & Jackson of Bismarck, N.D., on site planning and related business and construction details.

For further information: Lani Jordan, CHS Inc., +01-651-355-4946, [lanijordan@chsinc.com](mailto:lanijordan@chsinc.com), Jeff Zent, North Dakota Governor's Office, +01-701-328-2424, [jlzent@nd.gov](mailto:jlzent@nd.gov).



Recently I attended a CHS Ag Advisory Board Meeting, where I gained quite an understanding for what this all means to us in our region; I have enclosed a few slides that will better explain the importance and significance of the proposed CHS plant.



The reason that I wanted to bring this information to your attention is that this proposed \$1+ billion dollar project involving CHS is not only very important to the future success of our agricultural customers and Horizon Resources, it is incredibly valuable because of the close ties between Horizon Resources and CHS. As stated in the press release CHS is a cooperative that does business with cooperatives such as Horizon Resources. Horizon Resources receives patronage based on CHS earnings, which is combined with the earnings of Horizon Resources and returned to you our members. Horizon Resources is one of the nation's largest stockholders in CHS based on the amount of business that we do annually with them. Consequently, you can see not only the importance of our business relationship with CHS but also the desire to see CHS continue to make strategic moves that will assure their future success and that of our producer/members.

In the last issue of *On the Horizon* I mentioned that two of our employees were recently married, Daryl and Merideth Howen. I mention this again to ask you to please keep Merideth in your thoughts and prayers as she has been diagnosed and is receiving treatments for breast cancer. For those of you that have met Merideth, you know her to be a strong confident woman; with that and God's blessings we are confident in a complete recovery.

In closing, I want to thank all of you for all of your support and for all of the business that you have done with Horizon Resources, we are anxious to serve you in 2013 and beyond!

I want to wish all of you, our customers, all of the employees and Board Members a Merry Christmas and a very Happy New Year.

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# NEWS FROM YOUR RETAIL DIVISION

It has been a busy time of the year lately and I would like to talk about a program I have been involved with for the past 12 years. The Friends of the NRA program does some great things for our state. We hold banquets throughout the state of North Dakota, and there are even banquets held all over the United States. What we do is raise money for national, local and state programs for Friends of the NRA. This is divided money that is raised in the state at the banquets, which is then put into a big kitty pool and the local chapter chairmen meet and award it to grants written by local programs. Some of the local programs include the Northwest Gun Club for a new building and supplies, one to the Williston Rifle and Pistol Club and the latest one to the Williston Police Department for their dog training program. Just between these three, there has been a total of \$35,000 that we have given back to our community.

**“We are once again the top banquet in the state with over \$40,000 raised for grants this year.”**

This is not including some of the smaller grants that have been given out to some of the smaller towns and cities in North Dakota. The other half of the money raised at these banquets is used to fund projects similar to those seen on local and state levels, but with a national scope. These funds help sustain over 180 NRA nationally supported programs such as the Eddie Eagle Program, law enforcement programs,

hunter safety programs, educational programs, competitive and ladies shooting programs and the national firearms museum.

I am so looking forward to our next state funding committee as the Williston chapter, known as The Upper Missouri Basin Friends of the NRA. We are once again the top banquet in the state with over \$40,000 raised for grants this year. We have been in the top two banquets in the state for the past ten years. This shows that our people work hard for a cause they believe in. We see in the local community that this is a program that goes back to the community and not to the main Friends of the NRA program, which is our backer for this program as we help support the same programs that they do. Thanks to everyone that was at the banquet and to all our sponsors for all of their support.

For some of the things coming up, I will be getting ready to head for another show in January. This is my favorite show, because it's the spring and summer show, where I get to see what is coming out for the lawn and garden season. So if you are a D.I.Y. person and would like me to find something for your project let me know and I will see what I can do for you. I hope everyone that had a chance to do any type of hunting got the one they have been looking for.

KEEP IN MIND WE WILL BE CLOSED FOR CHRISTMAS. ALSO, EACH STORE WILL BE CLOSED A DAY AT THE END OF DECEMBER FOR INVENTORY AND WE WILL BE CLOSED ON JANUARY 1<sup>ST</sup>.



**Mike Leach**  
Retail Division Manager

## The Nesson Valley Irrigation Research & Development Project

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

The Nesson Valley Irrigation Research and Development Project (NVIRDP), part of the Williston Research Extension Center (WREC), is a 160-acre irrigated research project located 25 miles east of Williston in the Nesson Valley. This project was developed in 2005 and has continued to grow to this day. The NVIRDP utilizes a 44-acre linear Variable Rate Irrigation (VRI) system. The linear VRI system divides the entire length of the linear into 23 50-foot sections, each of which can be programmed to apply a different rate of water. The water amounts can be changed at 39-inch intervals of linear movement across the field. This technology has allowed us to utilize our resource, which is water, to its most accurate and efficient level.

The WREC is part of the North Dakota State University land grant institution and one of the few research centers that has both irrigated and dryland research projects. The WREC staff currently consists of 13 members. Cameron Wahlstrom, Irrigation Specialist, and Katie Stromme, Irrigation Technician, are both associated with the daily activities at the NVIRDP. Also James Staricka, Soil Scientist, devotes half his time at the irrigated site

as he is also carrying out research at the dryland location. However, the project would not be possible without contributions from the other WREC staff throughout the year.

### Future of Research

So the question I ask myself is, “where will agriculture be in 20 years, ten years and even next year?” People need to eat and the world is not getting any smaller. The land in production is decreasing every day and so there is part of my question, are we prepared for this? New technologies provide opportunities for increasing productivity while reducing pressures on resources, but will this be enough? We do have one of the last available irrigation frontiers left in the entire country, which is very unique to this region. This opportunity is not going to save the world, but it is something unique and could potentially provide additional food sources that cannot be provided by technologies alone. Our vision at the NVIRDP is to advance irrigation practices, improve crop production within an irrigated system, and develop alternative cropping systems to improve water, nutrient and pest management. These are exciting and challenging times right now for agricultural research. Trying to meet these demands is going to be very important, not only for tomorrow, but for the future.

### Coming Up

I look forward to sharing with you in the next issue of the Horizon Resources magazine some of the current research projects that are at the NVIRDP and the information we have learned. The best part about this profession is that it gives the opportunity to do something that may provide someone greater success or even prevent failure. The other bonus that comes along with this job is the enjoyment of interaction with ag producers on what we are doing at the NVIRDP and acquiring their input on what they would like to see. If you have any questions, or would like to visit about anything that is happening at the NVIRDP, please feel free to contact me at (701) 774-4315 or by emailing [tyler.tjelde@ndsu.edu](mailto:tyler.tjelde@ndsu.edu).





# AGRONOMY DIVISION *Makes Strides*

Season's Greetings! Merry Christmas and happy holidays to everyone!

As we end another year, I would like to wish everyone best wishes for the new year and give many thanks for your business and support in making 2012 a very successful year for Horizon Resources. Each year we continue to grow our agronomy business, and in return, we continue to invest in our agronomy locations and equipment that we use to help make your farming operation a success. We have made some major improvements in the past couple of years with a new warehouse in Fairview, along with an addition to a crop protection product warehouse in Zahl. This, along with our new warehouse and office facility in Williston that was just completed, has made huge improvements in the facilities that we operate out of in the agronomy division. We are excited to be in a new office and be centrally located next to our fertilizer hub plant. We will still have some finishing touches to do next spring as we ran out of time with Mother Nature to finish some of our concrete work. My main goal for a timeline was to be in our new office for winter prepay season and be able to get everything organized over the winter. As we are in the middle of our prepay season now, I strongly suggest our customers to purchase their nitrogen for spring on either side of the new year depending on your tax situation. We will store product for spring so you don't have to worry about taking delivery in the middle of winter. My main concern with nitrogen goes back to last winter and spring. If you are in the rotation of purchasing your fertilizer at the end of the year, you lucked out on prices last winter. Even for the first month or two of 2012 we saw fertilizer prices staying relatively flat. All of our locations were fairly comfortable with the tons they had purchased for spring delivery for their customers and we were

bought up for a normal spring season. Most dealers have not forgotten, nor will forget, what happened to the fertilizer market in 2008-2009, with so many plants only full of product that was sold to customers. This left a lot of tons to purchase for the spring of 2012, and it put tremendous pressure on supply and demand. It is pretty easy to figure what happens to prices at this point. Urea that sold for about \$550 to \$600 in the early winter months went up to about \$800, **IF** you could find it. Again, all of our locations were comfortable with the amount of tons that we had for a normal season, but we sold about 5,000 to 6,000 more tons than normal, and they were expensive tons.

**“We have made some major improvements in the past couple of years.”**

I will never forget Willard Mortenson telling me, “you watch when the price of fertilizer goes sky high, you will always sell more than normal,” and he was right. We don't want to see a repeat of last spring's price run-up so I would recommend getting your fertilizer, or even some of it, purchased this winter. This time of year is usually better pricing than in the spring season, so with the law of averages you should pay less now than in the spring.

Another change I have seen in a lot of the fertilizer news reports is that numerous companies in the industry are making announcements of building new nitrogen production facilities. This includes CHS, who is involved in building a \$1.4 billion nitrogen facility east of Jamestown. Something I have heard a few times is that this should make fertilizer a little cheaper in North Dakota. I would be very doubtful that this

would have any impact on fertilizer prices in North Dakota. I would relate this to having a new refinery built in western North Dakota. Gas prices, along with fertilizer prices or oil prices, are driven off of a global market and I don't think having a new refinery or fertilizer production facility in North Dakota would have much impact on global prices. The increased global production may have an impact on fertilizer prices, but not just one plant built in North Dakota. It would make logistics and sourcing nitrogen fertilizer a lot easier for dealers and growers in North Dakota, so I do hope we see these projects built. One thing that is driving all of the talks and feasibility studies is the low price of natural gas, which is the main raw ingredient used to produce nitrogen fertilizers. The other advantage to building in North Dakota is access to a lot of natural gas that is currently being flared off to the environment. Time will tell, and I hope we do see a fertilizer manufacturing facility built in North Dakota.

I attended a meeting in Fort Worth, Texas the first week of November with the head members in the fertilizer and agriculture products with Burlington Northern Santa Fe (BNSF) Railway. They were really interested and tuned in to everything happening with the fertilizer manufacturing companies. The BNSF campus in Fort Worth is amazing to visit and we were lucky enough to get a tour of certain parts of the campus. They have pretty strict security that limits you from going anywhere on your own. We had to provide identification and had name badges that stated that we had to be escorted in the buildings. The neatest thing we were able to see was the central operations room. The room was about the size of a football field and was full of large cubicles with multiple computer screens in each cubicle, along with giant computer screens on the entire front wall. We were standing along a large glass wall at the bottom of theatre seating with an enormous board room table between us and the seating. This kind of reminded me of a war room, and I guess they could call it their war room. Every train in the United States could be tracked in this room, along with the ability for them to move switches by computer thousands of miles away. We were told that this control center was bomb proof, tornado proof and hurricane proof. The only



thing they could not stop was a truck – train collision in western North Dakota, which has become way too common. Speaking of truck traffic, it was a nice break to get away from the heavy traffic in western North Dakota...in Dallas, Texas! I think this is the about the fifth largest city in the United States combined with Fort Worth, and the traffic was less dangerous than in Williston.

On that note, please travel safe this holiday season. Slow down, take your time and allow for more time to get from point A to point B. For the fair weather drivers from the south...don't use your cruise control in the winter. Bad things happen when your motor shifts down going up hills to maintain your speed. I hope everyone gets to spend time with family and friends this holiday season. Stop in and visit our new office. We look forward to helping you with all of your plans for the 2013 cropping season.

Merry Christmas and Happy New Year!



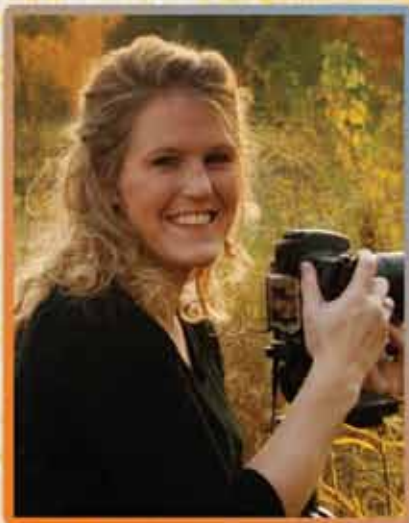
**John Salvendy**  
Agronomy Division Manager



# Employee Spotlight:

## Kelsey Lodahl

Fuel Tax Accountant



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 Kelsey Lodahl, a Fuel Tax Accountant at the Horizon Resources main office in Williston and asked her to answer a few questions highlighting her time as an employee of Horizon Resources.

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

*Kelsey:* I've been here for two years now. Prior to joining Horizon Resources, I had heard that it was a good company to work for. I had just gotten out of photography school and was working on the side with that for some time. However, I needed a little more to keep busy, and with an accounting degree, I applied for a position the company was looking to fill.

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

*Kelsey:* As a Fuel Tax Accountant I work with accounts that deal with bulk fuel. Anything that Horizon Resources passes fuels through, either for internal or customer purposes, has to be documented and it is my job to track and make sure that we are paying the proper taxes depending on each transaction.

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

*Kelsey:* After college I took an internship at a Certified Public Accountant in Sidney, MT. Later I began working as an accountant for the same company. Shortly thereafter I decided to go back to school for

photography, which is something else that I love to do. After I finished this, I returned to Williston and began my position here at Horizon Resources.

### What do you enjoy most about your job?

*Kelsey:* I feel that the environment here at Horizon Resources is very friendly. It is an open and relaxed place to work, which makes it fun. They are also really flexible, which allows me the opportunity to work on my photography as well. It's the best of both worlds for me getting to exercise both sides of my brain, the analytical and creative.

### How important is customer service to you?

*Kelsey:* To me customer service is what makes your business succeed. In the oil fields everyone is trying to offer various services and I think people are going to pick the people that offer the better customer service. At Horizon Resources we try our best to fulfill customers' needs fast and efficiently to help them as best we can, and they appreciate that.

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

*Kelsey:* My typical day here at the office consists of me working with an Excel spreadsheet, crunching figures. It's pretty straight forward and appeals to my love of numbers.

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

*Kelsey:* My photography business keeps me very busy when I'm not here at the Williston Horizon Resources office. I shoot portrait photos for people including engagement, wedding, family and senior pictures. I also design baby announcements, Christmas cards and other materials for people, so I'm always busy with something!

# Happy Holidays



from our Ag Loan Specialists

Shawn Romo, Bruce Anderson and Rick Gafkjen



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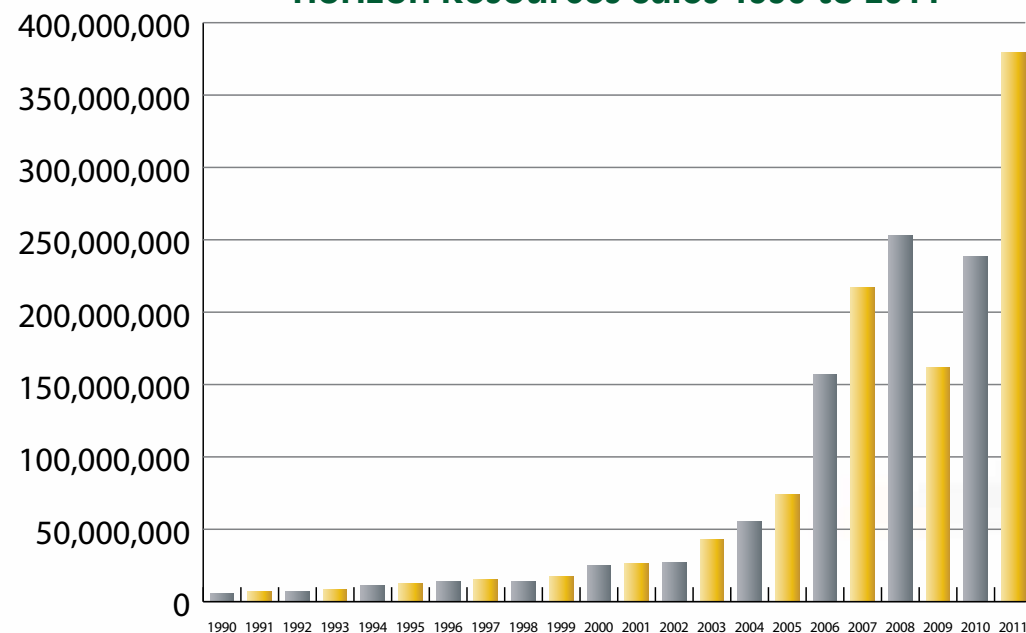


# Through the Years



When I started working at the cooperative back in 1991 I thought that it would be great to work at a place that would grow and prosper. I never dreamed that it would be possible to grow and prosper to the levels that we are seeing today. As I write this, we have just gotten the sales figures for October 2012 and our sales for January through October are \$398,761,673. How does that compare to the good old days? I looked at that time period of 1990 to 2005 and if I total the sales from each of those years it adds up to \$361,764,647. That is 16 years of sales that now happens in just over nine months. That is nothing short of amazing. How is that even possible you ask? It takes an incredible effort on the part of about 150 cooperative employees to make it happen. Below is a chart that shows the sales from 1990 through 2011.

**Horizon Resources Sales 1990 to 2011**



**Total Sales 1990 to 2011  
= \$1,767,966,885**

## When you look at these sales figures there are a couple of things to note:

- The merger between Farmers Union Oil Company of Williston and Prairie States Cooperative Terminal was in 2006.
- An explanation for the sales decrease in 2009 is the incredible spike in commodity prices in 2008. In 2008 we saw \$20+ durum and \$4+ petroleum products, which caused 2008 sales dollars to be much higher than they would have normally been. Looking back now \$4 petroleum products aren't so shocking, but in 2008 they sure were.

## A couple of other things to note:

- By the time you read this we are hoping to be in our new office building. I find it hard to believe how many details there are in putting up a new building. Just ask John Salvendy, he took care of most of them. Thanks John!
- You may have noticed that we are putting up a new canopy at our station in Williston. Hopefully this one will be tall enough, as it was apparent that the last one wasn't.
- Since you will be receiving this in December I would like to wish everyone a happy holiday season and a prosperous 2013.



**Jim Radtke**  
CFO

## ATTENTION HIGH SCHOOL SENIORS:

Keep your eyes posted for  
information on how to apply  
for our Horizon Resources  
scholarships!



**Coming in the Spring 2013 issue!**

## Sudoku Puzzle

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

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.

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**farmcreditnd.com**



# HOLIDAY RECIPES

## APRICOT-BOURBON GLAZED HAM

Combine three ingredients to create a simply delicious basting sauce for baked ham.

**Serves 10**

### INGREDIENTS:

- ½ cup apricot preserves
- 2 teaspoons ground ginger
- ¼ cup bourbon or pineapple juice
- 6 to 8 lb. fully cooked smoked bone-in ham

### INSTRUCTIONS:

1. Heat oven to 325°F. In small bowl, mix preserves, ginger and bourbon until smooth.
2. Place ham on rack in shallow roasting pan. Make cuts about 1/2 inch apart and 1/4 inch deep in diamond pattern around top and sides of ham. Brush with 3 tablespoons of the preserves mixture. Insert ovenproof meat thermometer in thickest part of ham.
3. Bake uncovered 45 minutes. Brush remaining preserves mixture over ham. Bake about 45 minutes longer or until thermometer reads 140°F. Remove ham from oven, cover with tent of foil and let stand 10 to 15 minutes for easier carving.

#### Expert Tip:

Scoring the ham allows the flavors of the glaze to seep into the meat.

Recipe courtesy of [www.pillsbury.com](http://www.pillsbury.com)

## CHEESY POTATOES

Packaged hash-brown potatoes jump-start a crowd-pleasing side dish that serves 18!

**Serves 18**

### INGREDIENTS:

- 1 bag (32 oz) frozen southern-style diced hash-brown potatoes
- 2 cups shredded Colby, Cheddar or Monterey Jack cheese (8 oz)
- 1 container (16 oz) sour cream
- 1 can (10 ¾ oz) condensed cream of mushroom soup
- ¼ cup chopped onion (½ medium)
- ¼ cup butter or margarine, melted
- 1 teaspoon salt
- ¼ teaspoon pepper
- 2 tablespoons chopped fresh parsley

### INSTRUCTIONS:

1. Heat oven to 350°F. Spray 13x9-inch (3-quart) glass baking dish with cooking spray.
2. In large microwavable bowl, microwave potatoes on Defrost 12 to 15 minutes or until thawed, stirring once or twice. Stir in remaining ingredients except parsley; spread in baking dish.
3. Bake 30 to 45 minutes or until browned and bubbly around edges. Sprinkle with chopped parsley.

#### Expert Tip:

For an even creamier texture, substitute cheese product, cubed, (the foil-wrapped cheese in a box), for some of the shredded cheese in this recipe.

Recipe courtesy of [www.pillsbury.com](http://www.pillsbury.com)

## CHRISTMAS CRACKLE COOKIES

Here's a fabulous use for broken candy canes!

**Makes about 2½ dozen cookies**

- Recommended Pellets: Cherry

### INGREDIENTS:

- ½ cup (1 stick) butter, cut into pieces
- 8 ounces semisweet chocolate, chopped, or chocolate chips
- 1½ ounces unsweetened chocolate, chopped
- ½ cup crushed candy canes or peppermint candies
- ⅓ cup granulated sugar
- 3 eggs
- 1½ teaspoons vanilla
- ½ teaspoon peppermint extract
- 1½ cups flour
- ¾ teaspoon baking powder
- ¼ teaspoon salt
- ½ cup chocolate chips
- Powdered sugar

### INSTRUCTIONS:

1. Line a baking sheet with parchment paper.
2. Melt the butter in a saucepan over low heat. Stir in the chopped semisweet and unsweetened chocolates and continue to stir until the chocolates are melted and the mixture is smooth. Remove from the heat. Stir in the crushed candy and granulated sugar. When the mixture is still warm (but not hot), beat in the eggs, vanilla, and peppermint extract.
3. Whisk in the flour, baking powder, and salt and stir until combined. Stir in the 1/2 cup of chocolate chips. Transfer the dough to a resealable plastic bag and refrigerate until firm, several hours or overnight.
4. When ready to cook, start the Traeger® grill on Smoke with the lid open until the fire is established (4 to 5 minutes). Set the temperature to 325 degrees F (High) and preheat, lid closed, for 10 to 15 minutes.
5. Meanwhile, roll the dough into walnut-sized balls and arrange on the baking sheet. Bake the cookies until puffed and cracked on top (10 to 12 minutes). Rap the pan gently on the grill grate. Remove from the grill and let cool for several minutes. Use a flour sifter or small mesh strainer to dust powdered sugar on the cookies. Transfer the cookies to cooling racks. Store in an airtight container. Repeat with the remaining dough.

Recipe courtesy of [www.traegergrills.com](http://www.traegergrills.com)

## ROASTED CHESTNUTS

Nothing says "the holidays" like the smell of roasting chestnuts. To be strictly authentic, you'd serve the chestnuts from a brown paper bag with a rolled collar just like the chestnut vendors in midtown Manhattan do. The dipping sauce is not traditional, but the combination of sweetness and chile heat goes well with this starchy treat.

**Serves 8**

- Recommended Pellets: Apple, Oak

### INGREDIENTS:

- 1 pound chestnuts (about 40)
- ½ cup honey
- ¼ cup Traeger® Mandarin Glaze Barbecue Sauce or Thai sweet chilli sauce
- A few drops of your favorite hot sauce (optional)

### INSTRUCTIONS:

1. With a sharp paring knife, very carefully cut an X in the flat side of each chestnut through the tough skin. (This is the hard part.) Put in a single layer on a rimmed baking sheet, the X side facing up. (The X allows steam to escape. Chestnuts can and will explode with great force if you skip this step.)
2. When ready to cook, start the Traeger® grill on Smoke with the lid open until the fire is established (4 to 5 minutes). Set the temperature to 400 degrees F and preheat, lid closed, for 10 to 15 minutes.
3. Meanwhile, make the dipping sauce: Warm the honey in the microwave or over low heat. Stir in the Traeger® Mandarin Glaze and a few drops of your favorite hot sauce, if desired.
4. Arrange the baking sheet on the grill grate and roast the chestnuts for 30 minutes, or until a toothpick can be easily inserted in the center of the nutmeat. Stir once or twice to make sure the chestnuts roast evenly. Peel when the chestnuts are cool enough to handle. Serve warm. (Cold chestnuts are very difficult to handle. You can reheat them if necessary.)

Recipe courtesy of [www.traegergrills.com](http://www.traegergrills.com)

View the Traeger® Hardwood Pellet Guide at [www.traegergrills.com/guides/pellet](http://www.traegergrills.com/guides/pellet)





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## The North Dakotan Way

By Ed Steckler, Owner, Select Ford of Williston

If you happened to read the *On The Horizon Fall 2012* issue you would have noticed my first editorial entitled "You might be from North Dakota if...you're driving slow enough to cause me to be late for my next appointment." To follow that piece, I would like to elaborate more on the shopping aspect of our daily lives, so...*You might be from North Dakota if...you enjoy waiting in grocery store lines.*

Many used to enjoy their weekly or even daily trips to the local grocery stores. No matter what time of the day, even if it was just for a loaf of bread or gallon of milk, you always seemed to know someone. What used to be a five-minute trip is now a half-hour or longer adventure due to the long lines and packed aisles from our growing community.

As a native of North Dakota, from the time I was a kid and when it came time to raise my own family, going shopping was a fun, family experience. Through these growing times you can consider yourself lucky if you make it out alive from the grocery store on certain days.

**So in true North Dakotan fashion, here are some useful tips of advise for your next grocery shopping experience:**

1. Let the person behind you with one item check out before you and your full cart of items.
2. Smile and say "thank you" to the cashier scanning your items. Grocery cashiers work hard at their job, just like you, and the last thing they want is the customer on their phone or angry at them because they are in a rush and had to wait in line.

3. If you notice that all the service lines are jammed, make pleasant conversation with the person in front or behind you in line. Joke about the line being too long, you never know...you may make a new friend from our great state. Like the popular saying goes, "stick with me kid, you might learn a few things." And if you decide to not go with the conversation route, there is the alternative route of self-checkout lines, which always prove successful for people in a rush.

4. As our highways and city roads have filled with more and more traffic, so have the spaces in grocery store parking lots. One thing that is not of North Dakota fashion, and constantly seems to happen, is when a big truck takes up two spaces in the lot. There is a simple solution to this, park in one space or in the back of the lot.

I hope I was able to add a few more tips to your daily grocery shopping needs or any of your shopping trips, as well as a little humor. Watch for my next editorial on dining out in oil country in the *On The Horizon Spring 2013* issue.

Stay safe everyone and have a Merry Christmas and Happy New Year!





# Family Fits with Coop

Wagner Harmon can sit at his dining room table and get a pretty impressive view of the landscape around his Bainville, Montana farm home. Most days, flights of Canadian geese are feeding on a harvested cornfield just to the north. To the east are harvested fields, and in the distance is a row of hills that outlines the valley where Wagner and his family farm during the summer. To the south is an irrigation pivot that supplies acres of sugar beets and grain with much needed moisture. "Most people don't know about our valley and the sugar beet growing and processing that goes on here," according to Wagner. Certainly the area is typical of eastern Montana with abundant wide-open spaces. But there is a significant difference in terrain once you leave Highway 2 and go south of Bainville into this fertile farming valley. The valley surrounds the Missouri River as it leaves the Fort Peck area and Montana that heads into North Dakota where it joins with the Yellowstone to flow past Williston and eventually forms Lake Sakakawea.

It was in this area that Wagner's great grandfather homesteaded in 1906. "My other great grandfather homesteaded in North Dakota in 1904, and now me and my brother are pretty fortunate because we own both homesteads together." It was in 1961 that

Wagner's parents, Dean and Sylvia Harmon, took over the farm. "In the late 1960's we started to irrigate. In 1984 we started with sugar beets. By the mid 90's we had over half of our land irrigated and we struggled to do more," Wagner says. In 1970 the Harmon's started a hunting business on the farm. "We cater mostly to deer hunting and some birds, but we leave a lot of acreage to wildlife habitat. For example, we leave our third alfalfa cutting, we don't plow our wheat stubble as we no-till our crops, including our sugar beets."

Being mainly an ag-based economy, the Bainville area relies on Horizon Resources as their energy and agronomy cooperative. "Horizon Resources doesn't stop at the border," Wagner is quick to point out, "they have been growing, and will continue to grow, into Montana." And that growth will now have to deal with many challenges as Bainville, like so many western North Dakota and eastern Montana communities, has been affected by the recent oil boom, which has brought unprecedented growth to an area that has experienced a decline in population up until recently. Bainville has embraced the growth and laid out a plan of action. Wagner's brother Garth has undertaken many of the tasks associated with implementation of this plan. "We decided that in the big picture of

things we would need to develop family housing, a bigger gas station and more retail including a grocery store," shares Wagner, "and Garth is going forward with development of these and many other projects. He helps around the farm when he can, but right now he's pretty busy."

But Wagner has also kept himself busy over the years. Besides serving on the Horizon Resources board, he is on the Conservation District Board and the Montana Outfitters and Guide Association board just to name a few.

In his three terms on the Horizon Resources board Wagner has seen a tremendous amount of growth. "We've always been active in the coop. My father was a lifetime member and board member of Farmer's Union Cooperative. When we became Horizon Resources I became a board member and have been on the board ever since."

According to Wagner, the challenge that every cooperative has today is getting the coop message to young people who may not completely understand how a cooperative works and what the advantages are.

"Even with the growth we've had, our local coop has remained loyal to the farming community. We could have kicked prices higher and made a lot of

money, or converted our bulk fertilizing plant into a frac sand facility, but that isn't what it's all about. We still want to serve our members."

**"Wagner feels that educating the younger generation about coops and the strength of a coop is vital."**

Wagner points to the fact that smaller coops want to join or merge with Horizon Resources, "and that just makes the whole system stronger. Even though sometimes the smaller coops feel they may be losing something, they really aren't. They (the smaller coops) gain the advantage that a larger coop has in marketing and purchasing."

But being bigger brings other challenges. "We never want to assume too much risk. Right now Horizon Resources is very lucky in that we have very little long-term debt. But we also have been very aggressive in retiring patronage dividends. We want to keep being aggressive as long as we still allow ourselves flexibility."

*Story continued on next page.*



Wagner and his family at their daughter Brittney's graduation.



Wagner Harmon on the right with his son Weston and father Dean, nephew Rhett and brother Garth at Weston's senior night in Bainville.



Three generations of two families hunting clients



Wagner with his son Weston and his first antelope.



Harmon Family



Wagner scouting for deer while a hunter takes his picture.



Wagner Harmon



And it's Wagner's opinion that other coops will continue to look to Horizon Resources for opportunities in the future. In Wagner's eyes this would help Horizon Resources maintain an ag-based membership. "With the oil boom, farmers have been retiring so we have larger farms and fewer ag customers. If we merge with ag-based coops we keep the balance of ag customers." Along with that, Wagner feels that educating the younger generation about coops and the strength of a coop is vital. "Coops are weakening because the younger generation doesn't quite see the value," Wagner states. And even though the Harmon family has always been a strong coop family, "there's no guarantee that the next generation will return to the farm, but there are a lot of positives if they do."

Wagner and his wife, Jill, have two children, both in college at Montana State. "My daughter Brittney is going into film and television, and my son Weston is looking at engineering."

If they return, they'll be part of a Harmon family farm, which has also evolved and diversified over the years. "By converting everything to GPS, it's allowed my 75 year old dad to continue to help on the farm," shares Wagner. "We've also used GPS to map our fields and develop a fertilizer program." The

diversification also includes a guide service that has continued to grow. Wagner shared the story of a group of couples, who now average 81 years of age, who come to the Harmon farm to deer hunt every year. "There's one gentlemen who is 83 and has terminal cancer. His doctor is convinced that coming here to hunt has kept him going." The hunting business, Montana River Ranch, has been extremely successful. "We're booked four years out," says Wagner. "We try to accommodate between 20 and 25 hunters every fall. Last year we lost about 1,400 acres to flooding so we've had to make some adjustments."

Adjustments have certainly been part of Wagner's life on many fronts. As a Horizon Resources board member, Wagner has witnessed unprecedented growth. "We're a \$400 to \$450 million coop right now, but I can easily see us being a \$500 million coop in the future. We also have some challenges in Williston, with the truck traffic and getting to our grain elevator. But we will work on these issues and continue to provide service to our patrons."

So whether it's farming, hosting hunting parties or serving on various boards, Wagner Harmon embraces change and looks to a very bright future for Horizon Resources in the Bainville area.

## Sudoku Answers

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



*Merry Christmas*

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## LOOKING BACK

As I settle down for my long winters nap, I am looking back to recap this past harvest. We had a good harvest with some hiccups we could not prevent. The traffic and road construction has been insane. No matter which way you are coming or going to town, everybody has been running into construction. I know the battle everybody fights with hauling grain into town, and I greatly appreciate everyone's loyalty to keep hauling it in.

We saw a large increase in winter wheat this year compared to the past due to the no crops the year prior. Durum and spring wheat both looked good as well and protein was up as expected. Also, test weight on all commodities started out lower but progressively increased as harvest continued.

Currently, we are in the process of moving our load-out tower from one side of our track to the other. We are also working on finishing up our bin project in Watford City. We have run into some setbacks but will be finishing soon. I apologize for any inconvenience this past year.

Some other changes that will be happening in this next year will be the truck probe at the Williston Terminal. We will be putting the finishing touches on that and will be probing trucks before they dump. Also in the works is a new ticket system at that location. It will be all computerized from selection of customer, commodity and grade. It will take all of us a little getting used to so please bear with Tom, Cole and Jimmy.

Feed has been moving very well at all our locations. This past year Horizon Resources won an award for

top tonnage increase in the Country Vet line of pet foods, due to the amount of product that we sold. Again this year, everybody has been running into ingredient shortages out of the feed plants along with trucking. We are doing all that we can to keep everything stocked and bulk delivered as soon as possible.

Lila has told me that all deferred checks will be ready right after the first of the year. If anybody would like them mailed out please call and let us know. If checks aren't picked up after a week she will be mailing them out to whoever hasn't picked theirs up yet. We also ask that everybody keeps up on any open grain contracts they have with us.

If anybody who is not on our market sheet e-mail and would like to be, please call **701-774-0228** or e-mail me, [cquamme@horizonresources.coop](mailto:cquamme@horizonresources.coop), and I will get you on the list.

I would like to thank everybody for their business this past year. Every customer is the reason we are doing so well. I would also like to thank everybody in the Grain Division for all their hard work and dedication. I wish everybody a safe and Merry Christmas and a Happy New Year. Feel free to stop in and talk with us, the coffee is always on.



**Chris Quamme**  
Grain Division Manager



# IT'S THAT TIME AGAIN

Winter is approaching and we are drier than usual for this time of year. Cattle are still in the fields, and in some locations, there is adequate fall grazing. I have been testing fall grazing and CRP hay for protein and energy and they are short in places this year because of dry conditions.

Fall grazing supplements are a good choice now. SmartLic® 30 percent protein tubs, 22 percent protein tubs or Payback liquid feed with 40 percent protein would work well. Range cakes are always a good choice, but self-fed products are an excellent source of energy and protein. If you can maintain or increase body conditions now, it's going to be less costly than it will be in January because so much more energy is required to maintain the animal in January compared to now. A body condition score of five to six would be adequate before calving.

If you have a lot of lower protein CRP to feed this year, I would suggest pouring these bales with Payback liquid feed. It gives the animal additional protein and

also increases consumption of that hay, which gives more energy and less waste. Payback liquid feed is available at Horizon Resources locations in Grenora, Zahl and Williston. It is also available in Watford City from plant to ranch delivery.

Mineral status is important at any time. Keep an adequate mineral program in place, it's probably one of the most important things you can do for your livestock. I recommend Ultramin® 12-12 or Triple 12 for this time year. Two to four ounces is average consumption, and keep free choice salt in front of them also.

Horizon Resources has these programs available. Also available are hay testing, water testing and ration balancing. Check with your local dealer for this and more.



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- John or Brent in Williston • Aaron in Zahl • Bill in Grenora
- Marty in Culbertson • Bruce in Fairview • Justin in Savage



# Big Hearts

## Under the Big Sky

Since 1949, the Montana Outfitters and Guides Association (MOGA) have been representing the outfitting industry. With a mission of conservation, hospitality and service, MOGA now has over 230 members who promote high-quality, ethical industry standards as well as conservation and stewardship of Montana's natural resources and cultural heritage.

As a public service, the Montana Outfitters and Guides Educational Institute created the *Big Hearts under the Big Sky* program to provide fully-guided and outfitted Montana adventure trips to veterans who have provided extraordinary service to our country, women who face the challenge of breast cancer, and children who face a life-threatening illness. The *Big Hearts* program provides these participants and their families a chance to experience Montana outdoor adventure at its finest at no charge to them. *Big Hearts* focuses on the therapeutic value of these adventures to the entire family, creating an opportunity for relationships and pleasures of outdoor adventure to be restored and abilities over disabilities to be rediscovered. To achieve the *Big Hearts* mission, MOGA partners with several charitable organizations including, Honored American Veterans Afield, the Wounded Warrior Project, Hunt of a Lifetime, the Catch A Dream Foundation and Casting for Recovery in the American West.

Wagner Harmon is just one of the 230 Montana outfitters who, as a part of the *Big Hearts under the Big Sky* program, has given his time and facility to support this extraordinary program. From Bainville, Montana, Wagner Harmon has been a part of the MOGA board since 1991 and has seen the outfitter industry in Montana grow since the establishment of this program in 2007. Since the creation of the *Big Hearts* program, MOGA outfitters have served over 200 people from 22 different states and donated over \$200,000 worth of adventure trips.

"*Big Hearts under the Big Sky* is one of our top programs representing all of the great outfitters wanting to give back to outstanding organizations such as these," said Harmon. "As an industry that is all about serving the public in recreation, we are very proud of what this program does for many families by helping bring them happiness in times of struggles."

MOGA outfitters, such as the Harmons, provide the fully-outfitted trip and donate their profit margin to this effort. *Big Hearts under the Big Sky* is a tax-deductible program under MOGA's 501 (c) (3) Educational Institute.

For more information on MOGA or the *Big Hearts under the Big Sky* program, visit [www.bigheartsmt.org](http://www.bigheartsmt.org).



# Horizon Resources

## EMPLOYEES RETIRE

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Emil Bleken • Zahl Bulk Fuel Delivery  
24 Years of Service

Cheryl Robinson • Williston Office  
2 Years of Service

Marlene Solberg • Williston Office  
29 Years of Service

Judy Travis • Ray C-Store Manager  
10 Years of Service

Good luck in the future!  
We will miss you all!



# COMPANY FACTS

In the first 10 months of the year (January - October 2012):

In our C-Stores sales of pop and candy equaled \$1.4 million. Which is approximately 40,000 bottles of pop per month and 31,500 pieces of candy or chips per month.



The Agronomy Division has sprayed and spread a total of 258,599 acres. This distance equals driving from Williston to NYC and back.



In the Propane Department our drivers have delivered over 3 million gallons of propane and our C-Stores have sold approximately 214,000 gallons of propane. The 3.2 million gallons of propane could fill 640,000 BBQ tanks.



\*These Company Facts can be compared to Facts found in the Fall 2010 *On the Horizon* issue.



Our Bulk Fuel Drivers have delivered 8.5 million gallons, our transport drivers 27.7 million gallons and our C-Stores have sold over 14.6 million gallons, totaling 50.8 million gallons. On a monthly average this would fill approximately 254,000 family vehicles.



We are receiving approximately 50-60 account applications per month.

Approximately over 7,000 sheets of paper are used per month to print our statements.



All of our Energy Division drivers have driven approximately 516,519 miles. This is equal to over 20 times around the earth at the equator.





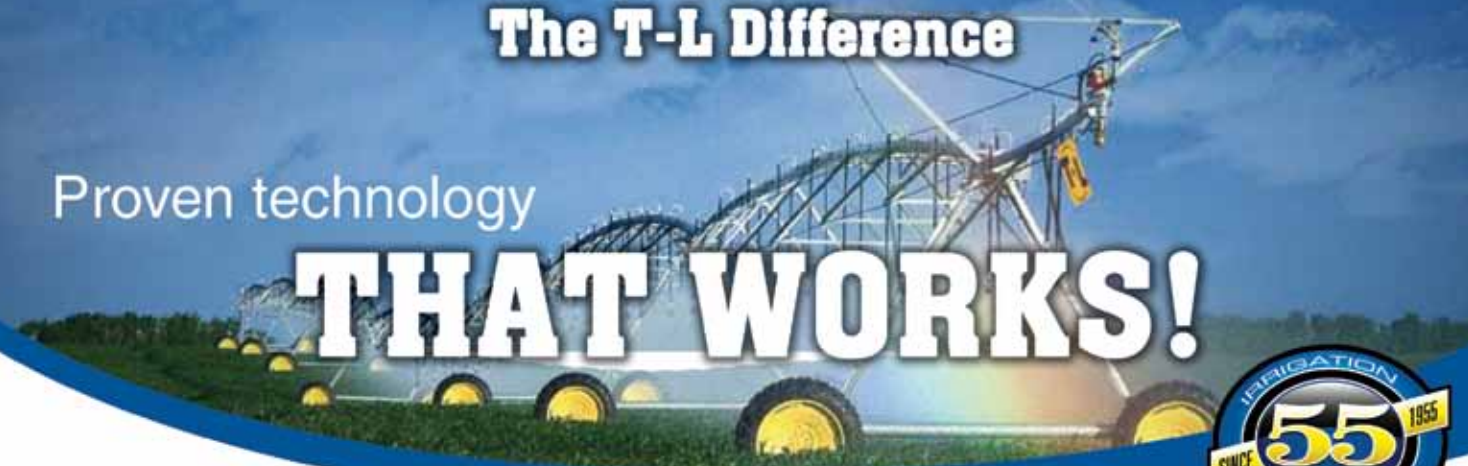

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