

### **Oakes Feeds**

Owners: Terry & Julie Mangnall  
Dr. Craig and Mary Galbraith  
Oakes, ND 58474  
701-742-3081  
Started: February 2001

### **Ashley Feeds**

Owners: Terry & Julie Mangnall  
Dr. Craig and Mary Galbraith  
Ashley, ND 58413  
701-288-2393  
Started: July 2004

### **Little Salty**

Owners: Terry & Julie Mangnall  
505 S. 7th St.  
Oakes, ND 58474  
701-742-3081  
Started: 2005

### **Oakes Truck & Trailer**

Owners: Warren Moe & Terry Mangnall  
11019 Highway 11  
Oakes, ND 58474  
701-742-3342  
Started: May 2006

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ou can tell when you drive down Main Street in Oakes, that it is a vital community. In addition to a café, bar, and grocery store, you'll find tanning, bowling, movies, flowers, a drug store, video store and radio station!

One couple has a hand in several businesses in the area: Terry and Julie Mangnall. Terry is from Oakes. He went to college, met his wife Julie; they got their degrees in agriculture at NDSU, and came back to farm in Oakes for a couple of years. But they decided the grass was greener in Arizona, so they went for a visit and stayed 18 years! But in his 40's, Terry started to make his way back to North Dakota. The first business he opened was Oakes Feeds.

"In other parts of the country where I've sold feed, this is more of a livestock store. You walk in; it's brightly lit; it's clean and makes you want to come in and spend money, especially females and children."

From there, things snowballed for the Mangnall's. In the first month, Terry says he sold more feed than the original owner had in a year. Six months later, they needed a warehouse. That turned into a warehousing business, which turned into a truck business for shipping feed, which turned into a truck repair shop. Those ventures went so well that the Mangnalls and and Gailbraiths opened another feed store in Ashley.

Julie says the Small Business Development Center in Jamestown was a big help. "Eric Hoberg is a great resource for us both as a loan consultant, helping us with our loans, but also he's involved in his own family livestock operation, so we've been able to exchange some information there."

Julie works at Oakes Truck and Trailer, the newest business to sprout up in Oakes. With her expertise with computers and some financial backing from the couple, the next step was to convince repair expert Warren Moe to take the risk and open his own shop. Terry says, "There's a guy that has a true talent that would've never opened his own business because he's not a risk-taker. He will work for somebody because I can make enough to get by; it took me six months to talk him into it, maybe a year!"

Warren now says he wishes he had opened Oakes Truck and Trailer years ago. "We've had a lot more support than I ever imagined from day one, even from before this building was ready to work out of, I was doing repairs on location for farmers and construction companies. I bet I had 10 to 12 offers from farmers in the area that said, 'Boy, if you need a place to work out of, we'd be more than happy to have you working in our shop.' So, the support was always there for us to do this and it still is and it's growing."

Four businesses in five years; that's a lot of business start ups. And Terry Mangnall says he still might have a few up his sleeve. Julie is just glad to be back in small town North Dakota, where she has time for church activities and community betterment projects. And Warren? He's probably looking at expanding real soon! With 200 to 600 trucks per day coming out of just one grain terminal in the area during peak season, he'll have a lot of repair work to do for a long time!

**CONTACT: Eric Hoberg, Jim Lees or Kim Murray, SBDC, 120 2nd St. SE, Jamestown, ND 58401, 701-952-8060, [scdrc@daktel.com](mailto:scdrc@daktel.com), [www.ndsbdc.org](http://www.ndsbdc.org).**