

GOOD MORNING: 06/27/18 Farm Direction - Van Trump Report

2 messages

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"You pile up enough tomorrows, and you'll find you are left with nothing but a lot of empty yesterdays." - **Meredith Willson**

WEDNESDAY, JUNE 27, 2018
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Morning Summary: Stock are again under pressure to start the day. Bulls continue to talk about a strong U.S. economy and the likelihood of a strong second half of the year for most U.S. corporations. Several bullish insiders are saying the market is current just a bit "confused" by the rhetoric out of Washington surrounding trade. Once the market feels better about Washington's overall intentions, it will feel much more comfortable in adding additional premium to overall stock prices. Until then the market might remain a bit edgy or uncertain. Bears are pointing to the fact the Chinese stock market has fallen deeper into bearish territory, now down -22% from its peak back in January. Data released yesterday, showed U.S. consumer confidence, though remaining near all-time highs, has started to slow, with households supposedly becoming a bit more pessimistic about their short-term income prospects. The recent survey also showed a decline in the number of consumers planning to buy motor vehicles and household appliances. It also showed the share of consumers planning to take a vacation has now slipped lower. Bears are also pointing to higher oil prices which will eventually translate to higher gasoline prices at the pump and perhaps less available in the budget for consumer spending. Oil prices are pushing higher, despite OPEC members recently agreeing to increase production. The problem, the trade didn't deem the recent +600,000 barrel per day increase from OPEC as enough to satisfy global demand. Keep in mind, OPEC reduce their production by -1.8 million barrels per day back in 2016, so arguably they are not really increasing their production totals, just eliminating some of the cuts that had been implemented. The oil bulls are also pointing to the fact, U.S. officials recently announced they expect all countries to reduce their oil imports from Iran to "zero" by no later than November 4th or risk sanctions. In other words, it sounds like the White House is tightening their stance on Iran and in turn will be placing more pressure on buyers of Iranian crude oil. It feels like this has caught the trade and a few large Iranian importing nations by surprise. Keep in mind, crude oil prices have rallied by over +10% in just the past few sessions, so I suspect we will soon start seeing prices at the pump again pushing higher. The average unleaded gasoline price at the pump this past week was \$2.83 per gallon. If your scoring at home, the recent peak was back in May when the U.S. average topped out at \$2.98 per gallon. I know several insiders in the energy market who are betting each other on when the average U.S. price at the pump will move to \$3.00 per gallon? Keep in mind, they are not betting on "if", but rather "when" that will happen. I suspect between the July 4th and Labor Day holidays is when we could see the biggest spikes at the pump. According to various sources, states currently with the lowest average gas prices are: Alabama, Arkansas, Louisiana, Mississippi, Missouri, Oklahoma, Ohio, South Carolina, and Tennessee, all averaging between \$2.50 and \$2.60 per gallon. States currently with the highest average gas prices are: Alaska, Arizona, California, Connecticut, Hawaii, Idaho, Nevada, Oregon, Utah and Washington, all of which range from an average of between \$3.10 and \$3.70 per gallon. I remain cautious in this environment...

Gold Prices Remain Under Pressure: The recent strength in the U.S. dollar has helped push gold prices to a fresh new low for 2018. In fact, gold prices are down about -8% since mid-April. I should also note, copper prices are now down about -10% in 2018. Neither of which are bullish the commodity markets. Most metals have actually moved lower on worries of less world trade in raw commodities if a full blown trade war breaks out between the U.S. and the other major economies of the world. Some of the latest data also shows hedge funds



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upping their bets on additional strength in the U.S. dollar, which is also a headwind.

The Old Man from Pawn Stars Passes: Richard Harrison, best known to viewers of the History Channel reality series "Pawn Stars" as The Old Man, died at the age of 77 after a long battle with Parkinson's Disease. Richard Harrison co-starred on the show with his son, Rick Harrison. Rick wrote about his father after his death saying, "He was my hero and I was fortunate to get a very cool 'Old Man' as my dad." I'm a fan of Pawn Stars, so I was sad to see him go. Harrison accomplished a lot more than just being the grumpy old man on Pawn Stars. The facts are, he became a hustler early in life when he started driving a school bus at just 14-years-old. Shortly after, he was busted for stealing a car and presented with a choice by the judge: go into the military or go to jail. Harrison decided to serve 20 years in U.S. Navy. While he was in the Navy, Richard Harrison turned a tidy side profit by running a payday loan service for his fellow sailors, loaning them cash and charging a nice return. He would also run blackjack games out of his room, but he didn't play in them. He dealt the games, and as a result, raked in cash and sometimes collateral for hosting. He never lost his passion for the hustle, so after leaving the Navy, Harrison and his son opened "Gold and Silver Coin Shop" in 1981 in the city of Las Vegas with only \$5,000 between the pair. After opening the pawn shop it began getting more and more popular. In fact, he show "Pawn Stars", became the highest rated show ever in the history of The History Channel after 10 just episodes. By February 2012, the store was being visited by between 3,000 and 5,000 people per day. I have to imagine fans of the show will greatly miss "The Old Man".

Famous Ford "Dingman Collection" Sells For Millions: 740 lots, including a diner owned by the late Michael Dingman, a long-time Ford Motor Company director and one of the most important Ford Collectors of modern times, was sold over the weekend by RM Sotheby's. I'm told this is the final sale of his collection and follows similar auctions in 2006 and 2012. I listed some highlights from the auction down below. You can read additional specifics [HERE](#).

- > 1995 Ford Roush Mustang Cobra for \$720,000
- > 2006 Ford GT for \$302,000
- > 1937 Lincoln Model K Convertible Victoria for \$184,800
- > 1947 Ford Super DeLuxe Station Wagon for \$145,600
- > 1936 Ford V-8 DeLuxe Roadster for \$140,000
- > 1965 Porsche 356 C 1600 C Cabriolet for \$134,400
- > 2014 Porsche 911 GT3 for \$134,400
- > 1946 Ford Super DeLuxe Station Wagon for \$123,200



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"When the opportunity comes,
it's too late to prepare."

- John Wooden

The
VAN TRUMP
Report

Co-hosted by:

neuro mining



As we age, it gets harder and harder to create new neural pathways in the brain. It's the reason kids find it so easy to learn new things, but as adults it often gets more difficult. Doing brain teasers and solving riddles can be an important part of keeping our brain healthy. The more connections we can form, the better our brain will be. I hope this helps provide a little daily fun and exercise. The answer to each riddle or puzzle will be located at the bottom of the report.

TODAY'S RIDDLE:

I am a protector.

I sit on a bridge.

One person can see right through me.

Others wonder what I hide.

What am I?

Weather on the Plains has seen cooler weather and a few showers linger across Montana, Nebraska and the Dakotas. In contrast, heat is building across the Plains from Nebraska southward. Today's high temperatures could reach 100 degrees F as far north as southeastern Colorado and southwestern Kansas. The Plains' heat favors winter wheat maturation and harvesting, but is increasing irrigation demands and stressing rain-fed crops. In the Corn belt, yesterday saw showers move across Iowa generating widespread wetness. Though national crop conditions remain favorable — corn was rated 77% good to excellent on June 24 and soybeans, 73% — pockets of excessive Midwestern wetness have led to ponding and lowland flooding. The slow moving disturbance crossing the Midwest will drift eastward, reaching the Northeast by Thursday. Rainfall levels will reach 1 to 3 inches or more in the Midwestern and Eastern States. Subsequently, a new storm system will emerge from the West, with significant, late-week rain expected in the north central U.S. Heat will surge on the central and southern Plains in advance of the late-week storm with triple-digit heat expected late this week.

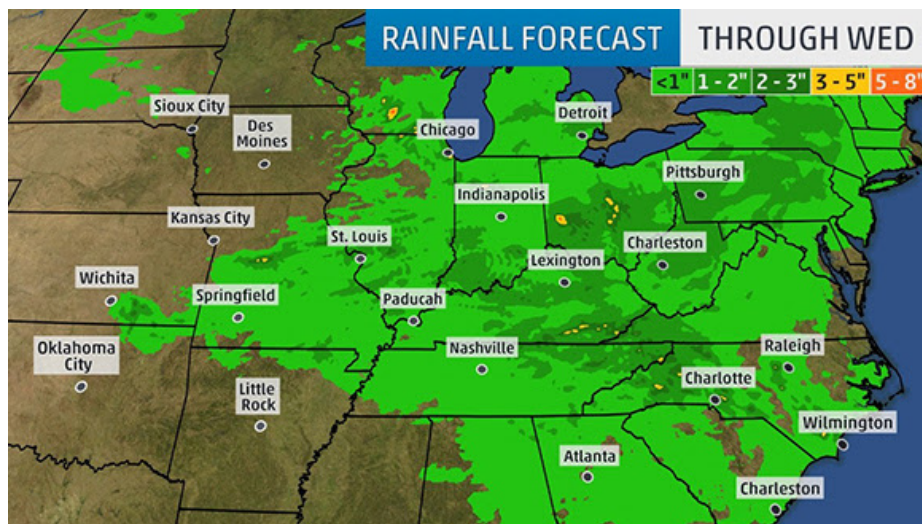
More Thunderstorms and Flooding for Midwest and Southeast: *Severe storms will again erupt in parts of the Midwest, Appalachians and Southeast the next few days, with damaging wind gusts, hail, a few tornadoes and flooding rainfall. This multi-day severe weather threat is being triggered by an area of low pressure swirling in the upper atmosphere that will pivot from the Mississippi Valley into the Great Lakes and Ohio Valley today. In addition, some flash flooding is possible in the Midwest, Ohio Valley and Appalachians. This will particularly be the case when storms stall-out over a given area for a few hours. Flash flood watches form parts of Illinois and southern Wisconsin to Kentucky.*



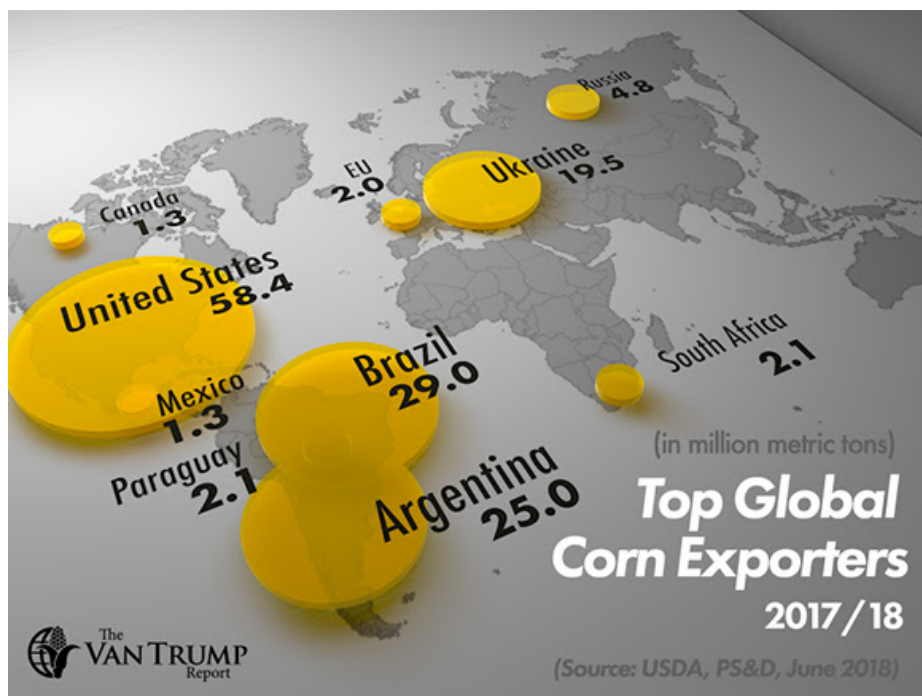
Today In History



1985, Route 66, Following an iconic 59-year run, Route 66 would enter the realm of history on this day in 1985, as the highway was decertified by the American Association of State Highway and Transportation Officials. Route 66 measured nearly 2,200 miles and ran from Chicago to Santa Monica as it passed through eight states. Interestingly, most of Route 66 followed a path through the wilderness forged in 1857 by U.S. Navy Lieutenant Edward Beale at the head of a caravan of camels. Inspiration for the route came from Highway Commissioner Cyrus S. Avery, who touted it as a way of diverting traffic from Kansas City, Missouri and Denver. Keep in mind the highway was also a lifeline for the long-distance trucking industry, which by 1930 was competing with the railroad for dominance in the shipping market. In 1928, the Highway 66 association made an attempt at publicity with the "Bunion Derby," a footrace from Los Angeles to New York City, of which the path from Los Angeles to Chicago would be on US 66. The publicity worked: several dignitaries, including Will Rogers, greeted the runners at certain points on the route. The race ended in Madison Square Garden, where the \$25,000 first prize (equal to \$356,298 in 2017) was awarded to Andy Hartley Payne, a Cherokee runner from Oklahoma. Most remember the mass westward migration during the 1930s, when more than 200,000 people traveled from the poverty-stricken Dust Bowl to California along the highway, which was immortalized in by John Steinbeck, in his classic 1939 novel "The Grapes of Wrath." As modern American highway systems were being developed in the 50's, the older roads became increasing obsolete. By October 1984, Interstate-40 bypassed the last original stretch of Route 66 at Williams, Arizona, and the following year the road was decertified. According to the National Historic Route 66 Federation, drivers can still use 85 percent of the road, and Route 66 has become a destination for tourists from all over the world. I'm sure many of you have fond memories of traveling with family as you



Corn prices are slightly higher this morning, but down approximately -12% in the past months and down by a total of about -6% in the past 52-weeks. Bulls are hoping to find a little nearby support, talking about abnormally wet conditions in several parts of the U.S. corn belt. Bears say it's not nearly enough of a concern to significantly move the trade, especially with a warmer forecast on the horizon and a cloud of looming trade disputes hanging overhead. I should note, despite the heavy rains and storms, a couple of analyst inside the trade have actually bumped their U.S. new-crop corn yield estimate higher to between 178 and 179 bushels per acre on the heels of extremely strong weekly USDA crop-conditions. Keep in mind, most in the trade are also looking for the USDA to slightly bump U.S. corn acres higher in this Friday's report. Overall U.S. demand remains strong as exports and ethanol continue to impress. From a technical perspective, the trade is still eyeing nearby new-crop support in the DEC18 contract in the \$3.50 to \$3.60 area. Nearby upside resistance in the DEC18 contract still seems to be in the \$3.80 to \$3.90 range.



Soybean prices are slight higher this morning, but similar to corn, overall prices are down about -15% in the past 30-days and down about -4% in the past 52-weeks. Bulls are talking about weather complications in a few key production areas here in the U.S. We've had the talks circulating for a few weeks about selected dry areas, but as of late there seems to be more talk of overly wet conditions in some key areas. In fact, it feels like some insiders are starting to slightly walk-back their U.S. yield forecasts, perhaps from 49 to 50 bushels per acre, down to something more like 48 to 49 bushels per acre. Not a huge step-back in production, but nonetheless a step in that direction. Bears continue to focus on trade uncertainties involving the worlds #1 buyer of soybeans. From what I'm hearing, there's still over +1.25 million bushels of old-crop U.S. soybeans marked as "sold" to China but have still not "shipped". On top of that, there almost another 2.0 million bushels of old-crop marked as sold to "unknown" that has

visited relatives. The highway was brought back to life in the 2006 movie "Cars" and is still traveled by thousands of summer vacationers each year.



1968, Elvis Presley Comeback

- On this day in 1968, Elvis Presley would put 12 years of forgettable movies and poor recordings behind him, with an NBC television special. Presley's manager, Colonel Tom Parker originally envisioned the production to mimic an Andy Williams-like sequence of Christmas carol performances. But something amazing happened in the process. Thanks to a confident and brash young NBC director Steve Binder, the production became a "Comeback Special" and a turning point for Elvis's career. I'm told Binder had the skills and creativity to put together a more interesting program than the one originally planned, but he'd also had the youthful confidence to tell Elvis that a successful show was an absolute necessity if he wanted to regain his relevance.

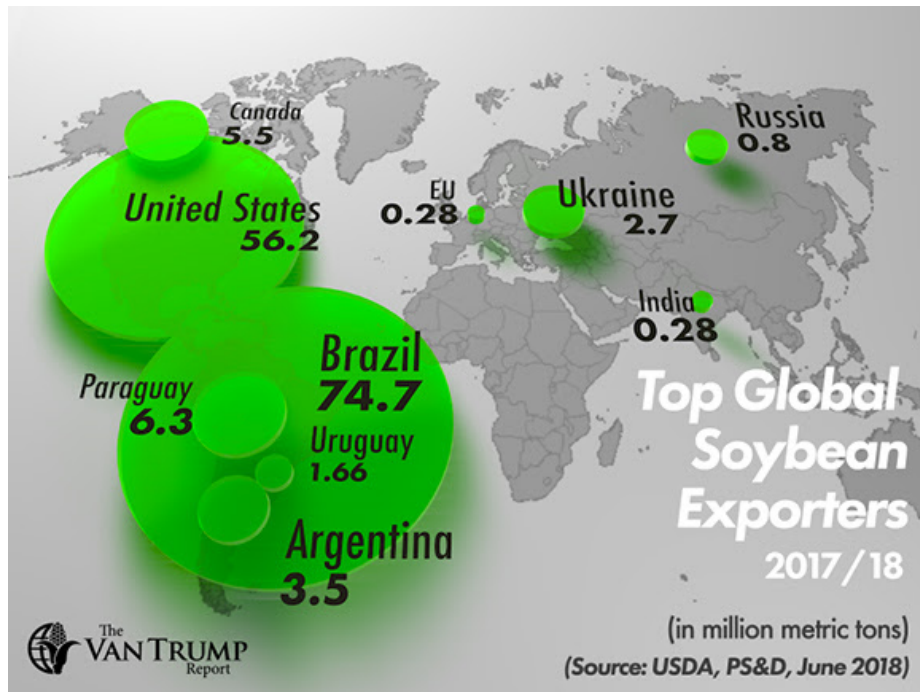
From what I understand, Binder told Presley that his career was in the toilet and fortunately for Presley, he listened to every suggestion of Binders. As luck would have it, Binder caught Presley jamming with friends and musicians in his dressing room one evening after rehearsals and had an "aha" moment as he knew he had to film the "unplugged" session. Fortunately for Presley, Binder was able to sell the icon on the idea that it would become the most memorable segment of the show...and he was right. It didn't hurt that Presley just returned from a Hawaii vacation with his family and had lost the most of the added weight from the days following his army discharge. He came back tan as well and had an edge many hadn't seen in years. Even the production crew noted Presley's professionalism as well as the fact he truly seemed to care for the first time in years. Presley had one quick bout of stage fright before the "jam session" was to be recorded but Binder was able to talk him out of his stage-fright. The legendary performance would reinvigorate his then fledgling career.



1939, Frankly My Dear...

is one of the most famous scenes in movie history and was filmed on this day in 1939. Rhett Butler almost didn't get to say the line as the substitute "Frankly My Dear, I just don't care" was the backup in case the censors would reject the word "damn". Interestingly, the censors approved the line but did fine producer David O. Selznick \$5,000 for including the curse, my how things have changed. Most don't know that filming the epic "Gone With The Wind," is a story in itself, including the fact two and a half years passed between Selznick's purchase of the rights to Margaret Mitchell's novel and the movie's debut in Atlanta in December 1939. After balking at meeting Mitchell's price of \$50,000 for the rights, he was forced to meet the number as

still not shipped. The question now is how many of these +3.0 million old-crop bushels will be "canceled" altogether and or how many of these old-crop sales will be rolled forward? Some bulls are saying if U.S. soybeans continue to depreciate in value compared to Brazilian soybeans, we might soon see Chinese importers become buyers despite the 25% tariff. Meaning our supply has become that much cheaper than the rest of the available supply in the world. Hard to believe we could soon pencil even with the tariff implications. The trade seems to have all eyes on the July 6th deadline, when Chinese tariffs on U.S. soybeans will supposedly go into effect. As a spec, I'm still not interested in being an outright bull or buyer of this market, at least not yet. That just seems like the obvious or too easy of a play. I can't get myself to initiate a bearish position down here either, so that puts me on the sideline, staying patient.



Wheat prices are down about -13% in the past month and down about -8% in the past 52-weeks. Bears are pointing to improved rainfall in parts of Australia, Canada, China Russia, Ukraine and the U.S. Just as quickly as the market added weather risk-premium the market taketh away. Technically, the charts have been beaten up significantly as of late by the bears. Throw on top the negative vibe surrounding trade headlines and we have a bit of a "triple-whammy", i.e. less weather worries globally, a weakening technical picture on the charts, and increasing global trade uncertainties. Bulls are pointing to the fact global supply is starting to be trimmed, especially if production in the Black Sea region and parts of Australia continue to suffer. Some bulls are also thinking the U.S. dollar might be peaking, and trade renegotiations could eventually turn from a headwind into a tailwind. There's also some talk by the bulls that a recent purchase of U.S. wheat by Taiwan might signal to the trade that U.S. exporters have finally become more competitive. As a spec, I'm thinking it's finally time to start dipping a toe in the water and taking small bites towards building a longer-term bullish position in the wheat market. In other words, I am starting small and conservative, looking to add on additional breaks. I want to stay extremely patient with the position, not allowing myself to get out over the tips of my ski's. Which means give yourself plenty of room to the downside and do not get over-leveraged in any capacity. In fact, I still think there could be another -25 to -50 cents of additional downside, I've just never been very good at picking bottoms. When I'm looking to buy "value" for the longer-term play I like using a very conservative scaled approach. As a producer, I'm feeling really great about my previous sales and am in no hurry to reduce any additional 2019 risk. End-users should start taking notice, trying to scale in coverage between now and the next leg lower.

Mitchell wouldn't budge on her number. Following the purchase, Selznick would hire director George Cukor, and casting began in the fall. One year into the project, no actress had been found to play Scarlett, nor had he received a script he was happy with. So in 1938, with funds running low, Selznick struck a deal with MGM. He sold the worldwide distribution rights for \$1.5 million and MGM also agreed to lend Clark Gable to the project. Filming finally began on December 10, 1938, with the burning of Atlanta scene, although Scarlett still hadn't been cast. Fortunately, British actress Vivien Leigh, newly arrived from London, dropped by the set to visit her agent, Myron Selznick, brother of the producer. David O. Selznick asked her to test for Scarlett. In January, Leigh signed on as Scarlett and Leslie Howard as Ashley Wilkes, and at last, principal filming began. The blockbuster film would debut in Atlanta on December 15th 1939 and become an instant hit. *Gone With The Wind* was nominated for more than a dozen Oscars and won nine, including Best Picture, Best Screenplay, Best Actress, and Best Supporting Actress which went to Hattie McDaniel, the first African American actress to win the award. The movie was digitally restored and the sound re-mastered for its 1998 re-release by New Line Pictures.

Upcoming Events

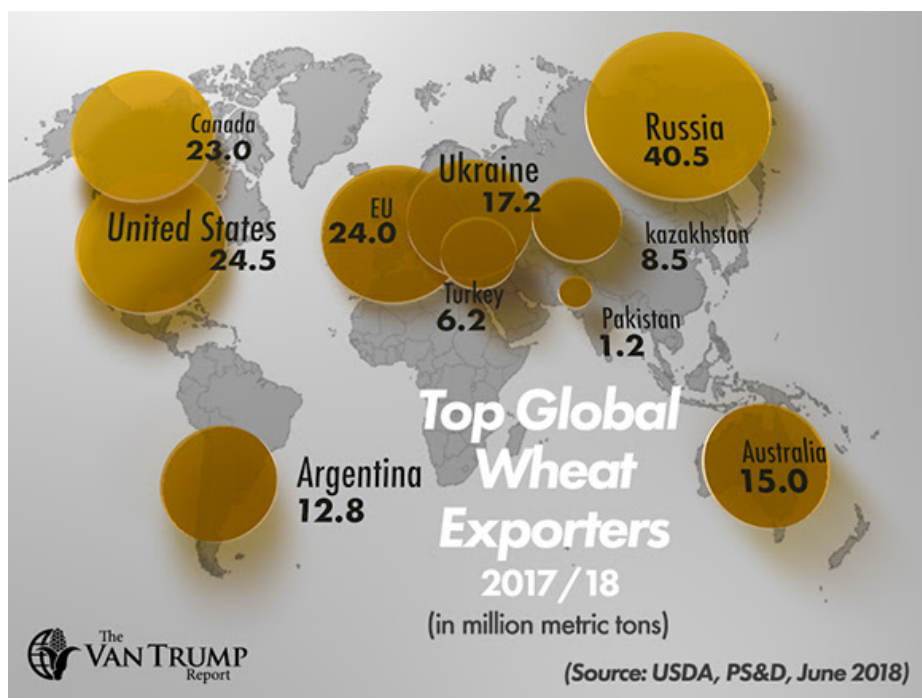
Thurs. 6/28 - Quarterly Hogs and Pigs

Fri. 6/29 - Quarterly Stocks and Acreage

Kevin's Song of the Week



Kevin's Song of the Week



NEXT level THINKING



My goal at "The Van Trump Report" is to help readers better identify the moving parts and dynamics associated with the financial markets, geopolitical events, economics, media and culture that is currently influencing and shaping the direction of the agricultural markets. I like to believe I "Challenge the Traditional" and encourage our readers to think outside the box.

I use story telling techniques that are written in an easy to read format to help convey my current thoughts about business, markets, technology, weather, sports and life. I also like to include links, filter the noise, and pass along in-depth research and information that I believe could challenge your current thought process and help you make more informed decisions. In addition I include valuable lessons I have learned from other traders, executives and investors, along with an occasional inspirational piece about life, family and faith.

What I do not do in "The Van Trump Report" is give specific financial advice or tell individuals how to invest or how to specifically hedge. Remember, this information is being read by hedge fund managers, bankers, CEO's, and Ag leaders around the globe, therefore it's NOT tailored to fit your specific individual needs. For specific investment or hedging advice please seek the help of a licensed representative that can better understand your particular situation, individual needs and overall risk tolerance. This information should ONLY be used for educational and entertainment purposes.

My family and I would like to thank you again for your support!

Kevin Van Trump

What Others Are Saying

"I am a recent subscriber to Kevin's newsletter, but I'm a long-time reader of many other high-profile marketing services. I am particularly impressed with the thorough manner in which Kevin evaluates every economic aspect, both nationally and internationally, that influences commodity prices. His analysis and conclusions are highly thought out and conveyed in layman's terms so that the reader can comprehend the numerous and often complex interrelationships that impact the markets. Kevin is a real attribute to the agricultural sector."

A.M., FDIC

"As a national federal farm policy administrator and commodity producer, I find it critical to keep updated with what is going on in the real world of agriculture and with the domestic and global markets. Of all the services I've have been privy to or have subscribed to over the past 20 years I've found in the past several months of engaging in your "Farm Direction" services to be the best perception and analysis of what is really

> Grain Merchandising Game Has Changed: Gert-Jan van den Akker, president of Cargill's agricultural supply chain division and Gary McGuigan, president of global trade at Archer Daniels Midland Co. have both noted that the long-established methods that the world's biggest agricultural traders have used for many years to make money through grain sales are over. That follows Bunge CEO Soren Schroeder's comments a few weeks back that the industry is going to see structural changes. Thanks to up to the minute quotes and significantly more producer storage space, corporate merchandisers no longer have the edge. Read more how the game has changed [HERE](#).

> Black Sea Corn And Wheat Now On CME Options: CME Group on June 26 announced the launch of options on its Black Sea Wheat FOB (Platts) and Black Sea Corn FOB (Platts) financially settled futures contracts, to begin trading on July 16, pending all relevant regulatory review periods. The introduction of these options contracts follows the successful launch of financially settled Black Sea Wheat and Black Sea Corn futures contracts, which have traded more than 40,000 contracts since launch with a combined open interest of over 20,000 contracts. (Source: Platts)

> Perdue Is Authorized To Protect Farmers From Economic Harm: Agriculture Secretary Sonny Perdue speaking at a fresh produce trade show in Chicago said farmers understand President Donald Trump's trade row with China is necessary to get the biggest buyer of U.S. agriculture commodities to change its behavior. He went on to say that Trump had authorized him to protect farmers from economic harm caused by trade fights and he hoped to have a plan in place by the time farmers begin their fall harvest if no resolution has been reached. I'm told the Commodity Credit Corp (CCC) could be one of the major tools used in any plan to compensate farmers hurt by the trade fight. The CCC has broad authority to make loans and direct payments to U.S. growers when prices for corn, soybeans, wheat and other agricultural goods are low. (Source: Reuters)

> New Study Reveals Corn's Reaction To Stress: The research, published as a "large-scale biology" paper in the academic journal the "Plant Cell" maps the stress response detected by the endoplasmic reticulum, an organelle in cells of corn seedlings. The endoplasmic reticulum plays a key role in this stress response, because it is the subcellular location where many proteins are folded. Proteins acquire their function based on the shape in which they're folded, but stressful conditions such as high heat cause proteins to be misfolded, and misfolded proteins can be toxic to cells. The research was a multilevel study in which the scientists analyzed massive datasets to account for the expression of tens of thousands of plant genes. Read more [HERE](#).

> USDA to Help Growers Add Seed Cotton to ARC and PLC Programs: The Bipartisan Budget Act of 2018 amended the 2014 Farm Bill, adding seed cotton as a covered commodity under the ARC and PLC programs. Beginning June 29, FSA will start sending producers information on current generic base acres, yields and 2008-2012 planting history. Per the Act, FSA is using the period 2009 through 2012 to compute the conversion of generic base acres to seed cotton base acres. In contrast, the 2008 through 2012 period is used to calculate yield updates to seed cotton. The updates are an important part of preparing agricultural producers to make decisions on allocating generic basic acres and updating yields for seed cotton. (Source: cottongrower)

> Conagra May Become Number Two Frozen Food Company: Conagra Brands is in advanced talks to acquire Pinnacle Foods in a deal that could be announced as soon as this week, sources familiar with the situation tell CNBC. A deal would create the second-largest U.S. frozen food company behind Nestle, analysts at RBC Capital Markets have written. Activist investor Jana Partners has disclosed a roughly 9 percent stake in Pinnacle and said it planned to talk with the company about a possible sale.

> France Inks Deal With China on Beef Imports: France passed a health and safety hurdle, moving another step closer to exporting beef to China. This raises the prospect of sales to a booming Chinese market just as U.S. beef shipments are threatened with tariffs. Until China lifted it last year, France had an embargo on their beef that dated back to the mad cow disease crisis in Europe two decades ago. China is now the world's second-largest beef importer, taking in almost 700,000 metric tons of red meat in 2017, worth about \$3.3 billion, with volumes up 20% from the year before. For us here in the States, China's proposed retaliatory tariffs against U.S. goods including beef could help France by stalling U.S. shipments after they resumed last year. (Source: Reuters)

> Oil Once Again Over \$70: Oil futures surged on Tuesday, with the U.S. benchmark settling above \$70 for the first time since May, buoyed by news that the U.S. is pushing for countries to cut Iran oil imports to zero by November, and uncertainty over Libyan crude exports. Doubts over OPEC's ability to boost production quickly enough to prevent a shortfall in global supplies also contributed to oil's rise. (Source: Marketwatch)

> Harley Davidson Catching Heat From The White House: In a tweet yesterday the president said, "A Harley-Davidson should never be built in another country-never! Their employees and customers are already very angry at them. If they move, watch, it will be the beginning of the end - they surrendered, they quit! The Aura will be gone and they will be taxed like never before!" He also is claiming that the iconic U.S. company is using the trade tensions as an excuse to justify the move to overseas production. Read more [HERE](#).

> Bringing Back The "Cheez Balls": Kraft Heinz Company is finally bringing back their famous Planters Cheez Balls. Everyone remembers the canister of the corn puff snacks coated in a cheddar-like dust that never seemed to last too long in the pantry. The discontinued 90's snack will return to the shelves July 1st after being discontinued for over a decade. These cans will be available at Walmart and Amazon starting July 1st and will be soon be in other stores during the months to come this year. The Cheez Balls will be available in 2.75-ounce canisters and they will sell for \$1.99. Planters didn't have much of a choice whether to bring Cheez Balls back or not after fans of this snack have petitioned the last 12 years to bring them back. Kraft Heinz Company didn't stop at Cheez Balls, though. Planters Cheez Curls will also be released again after being discontinued the same time as Cheez Balls. Planters says the new Cheez Balls are even better than everyone remembers. I suspect a lot of families will soon be the judge of that!

> Where The Most Firearms Are Concentrated: If you thought it was the U.S., think again. It seems the recent edition of the Small Arms Survey found that there's more than one billion firearms worldwide, at least 857 million of which are in civilian hands. Another 133 million are in military possession while 23 million are owned by law enforcement agencies. Incredibly, over 43% of the global total belongs to just two countries — Russia and China. (Source: Statista)

happening in today's world. Not only here in the United States, but across the globe as well. US farmers need this type of help and information to assist them in their daily efforts. I commend you for a job well done. Please let me know if I can ever be of any help or assistance to you in the future..."

**L.T., Assistant Deputy Administrator
for Farm Programs USDA**

My Own Personal Truisms

"Not To Trade, is often considered a good trading decision..."

"First Rule of HOLES: When you are in one stop digging..."

"Every looser in Vegas, always walks away from the table thinking he could have done better, the winners on the other hand leave while on top..."

"Bulls make money, Bears make money, but pigs get slaughtered..."

"The markets ability to remain irrational can often times last much longer than your ability to remain solvent..."

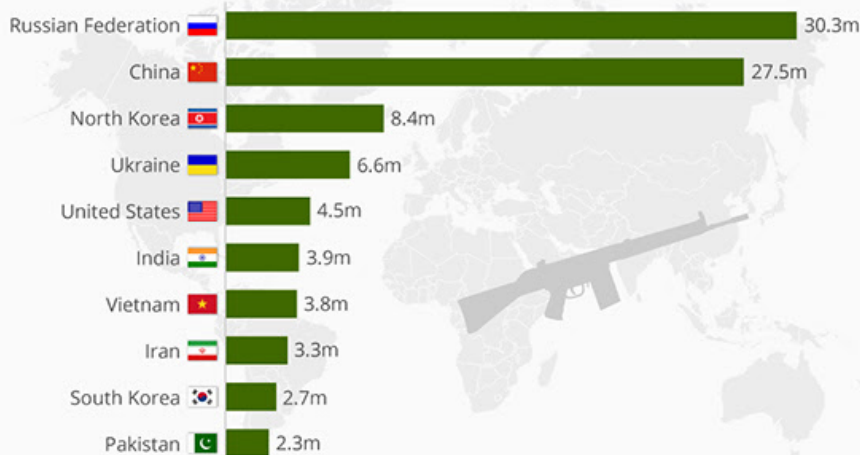
I'm more of a long-term player, therefore you will not see me give many short-term suggestions or trade ideas. One of my most important rules is that I always follow my long-term direction. Therefore, as long as I am "bullish" a market I will only play that particular market in one of three ways.

- Option #1 - Conservatively long.
- Option #2 - Aggressively long.
- Option #3 - Sitting on the sideline.

I never initiate a "short" position in a market that I am "bullish" longer-term, nor do I initiate a "long" position in a market I am "bearish" longer-term.

The Militaries With The Most Firearms

Estimated number of military-owned firearms in 2018



©StatistaCharts Source: Small Arms Survey

statista

FROM THE FIELD

Northwest Iowa - The area has been inundated with rain the last week, with some locations receiving over 7". It will be weeks for some to get in and finish spraying on their lower land or until fields. I'm afraid for the beans in the area as they are still short enough that lots of them will be sitting in a lot of water, whereas the corn is tall enough I don't think it will suffer much. Unfortunately, we may start to see some weed pressure before guys can get back in and spray. Low prices and trade disputes are all guys are talking about up here. Around here we are seeing rents stay in the \$250 area and not a lot of land is moving otherwise.

Southeast South Dakota - I have not been happy how slow my crops have been emerging out of my cover crops the last few years. I decided to try something a little different and wait to spray until both soybeans and corn are completely emerged. I had better results by doing that and my crops don't seem to be growing any slower than neighboring no-till fields. Normally I would spray right after planting. Here's what I have been told, when you spray the ground it flash dries the cover crop which allows the ground to dry faster and slows the growth. The only problem with letting the cover crop grow another 7-10 days is it pulls moisture away from the actual crop and then it's up to 10 days bigger and harder to kill.

Southeast Iowa - The corn tassels are starting to show but just barely. We have had several corn crops in a row that are short due to the lack of rain. I'm not saying we are going to be short on yield, but the actual plants are shorter. Even though we got about 2 inches of rain last week over 3 separate events it's just not enough right now. We are seeing guys pull cattle off pasture because the rains just seem to split us or pass right over the top of us and the fields are getting bare. In fact, we had 80-90% chance of rain last night and we didn't get a drop. The hay crop will be short, this is our second cutting and I would say we don't make half what we normally would in bales. The strange part of this year in comparison to last year is the fact that May and June were extremely hot vs June and July, so I don't know exactly how that will affect our crop. . . could be good or bad depending on how hot it gets during pollination.

CROSSING WIRES

A place to share intelligent thoughts...

FDA's First Steps In Regulating Lab-Grown Meat: The FDA recently announced a public meeting, to be held on July 12th, to discuss how to regulate lab-grown meat. The FDA plans to start with some basic questions: How should lab-grown meat be evaluated for safety? What sorts of medium should be allowed? What kinds of manufacturing methods should be permitted? The meat industry is likely to take a great deal of interest in this FDA meeting, and the regulations to follow. Some are

Farm Direction
RECIPES

★ FAMILY ★
FAVORITES
-SENT IN BY OUR READERS-



Brownie Cookie
Dough Cake

CLICK TO SEE RECIPE

already hedging their bets; Tyson, for example, is already an investor in Memphis Meats. We, too, will be following this closely. Read more [HERE](#).

"Time Banking" Has Gone Digital: Time Banking is a form of alternative currency—instead of using cash, community members can trade skills and services. An hour of time spent equals one-time credit. It's an old idea, with roots in the 19th-century labor reform movement. Modern time banking dates to the early 1980s, when law professor Edgar Cahn established it as a way to build community and meet social services needs in an era when the social safety net was being shredded. Today, many cities and regions across the U.S. and beyond have their own time banks. See how communities are using apps to modernize Time Banking and connect people [HERE](#).

DARPA's New Wheels To Tracks Technology: DARPA, the Pentagon's mad science wing, is revolutionizing how ground vehicles move across rough terrain. DARPA's new Reconfigurable Wheel Track (RWT) program is a set of wheels that can turn into tracks on the fly. Vehicles equipped with RWT will be less constrained by terrain and better at maneuvering against opponents. Keep in mind, over the last 30 years, it has been firepower and the protective outer body that have received most of the research dollars. Now, mobility has been modernized. Check out the video [HERE](#).

Why Owning A "Super Car" Isn't All It's Cracked Up To Be: People dream about owning a Ferrari, a Lamborghini, a McLaren, a Pagani, or a Bugatti all their lives, from a tender young age right up until they experience that third or fourth midlife crisis. And though these storied brands make more domesticated, "practical" machines, it's the super-sexy supercars that capture the imagination. But are they really all that? Well, yea they are...but they can also be total nightmares. [HERE](#) is why.

A View From Above...Cool Video: Paragliding pilot Jean-Baptist Chandelier travels the world to practice his craft above some of the earth's most stunning landscapes. In his recent video, Weightless, you can watch him fly between church steeples, over volcanoes, across coastlines and other super cool locations. This may one of the most fun looking activities that I've never done. This six-minute video will keep your attention for sure. Click [HERE](#) to watch.



BROUGHT TO YOU BY:



During 2018, iSelect, The VanTrump Report and The Yield Lab Institute are sponsoring

a series of weekly webinars featuring the best in agriculture innovation. Agrifood Conversations is all about driving innovation and each month will highlight a specific theme, from biologicals to vertical farms, featuring emerging topics such as soil health, biologics, plant genetics, vertical farming, precision agriculture, herd health and management, and aquaculture, to name a few. Once a quarter, we'll open up the conversation with a panel of experts on that month's topic. Learn about new trends in ag, connect with industry leaders and discover new solutions.

Join us each Thursday at 3pm CT for [Agrifood Conversations](#).

REGISTER NOW



Learn More About "Nutrивert"

Title: Getting Livestock Off Drugs: Postbiotics and the Promise of Non-Antibiotic Growth Promotion

Time: Thursday, JUNE 28 @ 3:00 pm CT

The growing use of antibiotics to support livestock health is becoming a worldwide public health problem. Nutrивert is developing a postbiotic formulation of a feed additive that increases livestock feed conversion, providing an alternative to antibiotics. Nutrивert is developing two novel non-antibiotic growth promoters. One of the products is Nutrивert PB, which is a postbiotic that mimics the postbiotics released by antibiotic growth promoters, delivering their immune-calming effect without the antibiotics themselves. This product plans to be an FDA-approved drug and launch in 2022. The other product is Nutrивert MP, which is a microparticle that is believed to mimic apoptotic neutrophils. This is a sign of resolving infection, which cues the immune system to calm growth-depressing inflammation. Nutrивert products are something that's mixed in the feed daily. Nutrивert's customers, for the most part, are meat producers. As commodity producers, they have to drive down costs to compete. Feed is ~70% of their expense base. Antibiotics enable them to grow livestock on less feed. Something else to know about Nutrивert is according to some predictions, antibiotic-resistant bacteria will kill 10 million people and cause tremendous economic loss by 2050. A primary driver of selection for antibiotic-resistant bacteria is overuse of antibiotics in livestock, where the consumption of antibiotics by animals is forecast to rise to 200,000 tons annually by 2030. Learn how one company is working to reduce the use of antibiotics in agriculture at "Getting Livestock Off Drugs: Postbiotics and the Promise of Non-Antibiotic Growth Promotion," a webinar to be held June 28 at 3 PM CT with Horace Nalle, CEO of Nutrивert. Register [HERE](#)

Holloman High Speed Test Track

Holloman High-Speed Test Track, operated by the 846th Test Squadron in New Mexico is still performing some of the coolest tests in the country. For the past 50 years, scientists and engineers working for the military have been using the track as a platform to conduct their various speed tests. Interestingly, most of the tests that occur on the 10-mile long precision-aligned track can take weeks, months and even years of planning and preparation but only seconds to complete. In fact, very few facilities in the world can perform the tests that Holloman does. In the early days of testing, Dr. John Paul Stapp earned the title "the fastest man on Earth" when he rode the Sonic Wind I rocket-propelled sled at the Holloman track to a land speed record of 632 mph in five seconds. What the data showed was that Stapp sustained the greatest recorded G-forces ever endured by man at over 46 G's. Keep in mind that when you decelerate from over 600 miles an hour in less than two seconds your body sustains tremendous forces. Reports show when they unbuckled Stapp from the seat, his eyes flooded with blood from all the bursting capillaries. Stapp was blind for a couple days but eventually regained most all of his vision. After 50 years the testing still occurs, but no longer with a human involved, now highly instrumented mannequins provide data points leading to future developments in seat and helmet design or flight gear issues. It's a good thing to because modern technology allows testing to reach velocities that surpass 9,000 feet per second, which is nearly Mach 8.6 when you calculate for altitude. According to Lt. Col. Jason Vap, commander of the 846th Test Squadron at Holloman AFB, there is no bigger "cool factor" in the Air Force than what happens at Holloman on a day-to-day basis. If you think about it, where else can you strap rockets to a sled and push payloads down a track at velocities and speeds that have never been obtained. Sounds like a cool job to me! You can visit the website at [Airman.com](#) for additional information. If nothing else, you have to check out this short video which actually shows some of the high speed testing. Click [HERE](#).



Very Interesting Story... Bet You Didn't Know About "The Pocket Watch"

This was sent my direction by a good friend and I wanted to pass along. I did a bit of my own research to make sure it wasn't "fake news". I actually found out a bit more information about the story and have added in the additional facts. For me it simply confirms my belief that most of life's treasures are simply found while traveling along our personal journey. Very rarely are they achieved by planning a direct path. I always thought the movie "Forest Gump" provided us with an excellent example of a man who takes advantage of opportunities when they present themselves. He doesn't overthink the situation or get in his own way. He just "executes"... I hope you enjoy! (Source: Wiki; History)

If you were in the market for a watch in 1880, would you know where to get one? If you wanted one that was less expensive but better than most of the store watches, you went to the train station! Sound a bit funny? Well, for about 500 towns across the northern United States, that's where the best watches were found.

Why were the best watches found at the train station? The railroad company wasn't selling the watches, not at all. The telegraph operator was. Most of the time the telegraph operator was located in the railroad station because the telegraph lines followed the railroad tracks from town to town. It was usually the shortest distance and the right-of-way had already been secured for the rail line.

Most of the station agents were also skilled telegraph operators and it was the primary way they communicated with the railroad. They would know when trains left the previous station and when they were due at their next station. And it was the telegraph operator who had the watches. As a matter of fact, they telegraph operators sold more of them than almost all the stores combined for a period of about 9 years.

The crazy part is this was all arranged by a young man named "Richard", who was a telegraph operator himself. He was 23 years old and on duty in the North Redwood, Minnesota train station one day when a load of watches arrived from the East. It was a huge crate of pocket watches. No one ever came to claim them. So Richard sent a telegram to the manufacturer, who was in Chicago, and asked them what they wanted to do with the watches. The manufacturer didn't want to pay the freight back, so they wired Richard to see if he could sell them. So Richard did just that. He sent a wire to every agent in the system asking them if they wanted a cheap, but good, pocket watch. He sold the entire case in less than two days and at a handsome profit. That started it all.

He ordered more watches from the watch company and encouraged the telegraph operators to set up a display case in the station offering high quality watches for a cheap price to all the travelers. It worked! Because of the growth of railways, and the recent application of time zones, farmers and railroads needed to keep time accurately which had not been necessary until then. For those two reasons the station agents had no trouble selling the watches to passers-by. It didn't take long for the word to spread, soon people other than travelers came to the train station to buy watches.

Within six months, young Richard had netted \$5,000 and felt so confident in this venture that he moved to Minneapolis. He began placing advertisements in farm publications and mailing flyers to potential clients. From the beginning, it was clear that Richard had a talent for writing promotional copy. He took the personal approach in his ads, speaking

directly to rural and small-town communities, persuading them to purchase by mail-order.

Richard became so busy that he had to hire a professional watchmaker to help him with the orders. His first employee was watch repairman named "Alvah".

And as they say...the rest is history! The business took off and soon expanded to many other lines of goods. Richard and Alvah left the train station and moved their company to Chicago.

Yes, it's little known fact, for a while in the 1880's, train stations were the biggest watch retailers in the country... and it all started with a young telegraph operator named Richard Sears and his first employee and watch repairman named Alvah Roebuck!

Bet You Didn't Know That! OK, maybe you did... but it's a great story to pass along to the kids and grandkids. To think, an iconic U.S. business like "Sears and Roebuck" started by total chance with a young man who saw an opportunity, was willing to work hard and hustle a bit. I love it. I included below a few additional facts:

The Catalogue Business: Before the Sears catalog, farmers near small rural towns usually purchased supplies – often at high prices and on credit – from local general stores with narrow selections of goods. Prices were negotiated, and relied on the storekeeper's estimate of a customer's creditworthiness. Sears took advantage of this by publishing catalogs offering customers a wider selection of products at clearly stated prices. By 1894, the Sears catalog had grown to 322 pages, featuring sewing machines, bicycles, sporting goods, automobiles and a host of other new items. By 1895, the company was producing a 532-page catalog. Sales were greater than \$400,000 in 1893 and more than \$750,000 two years later. By 1896, dolls, stoves and groceries had been added to the catalog.

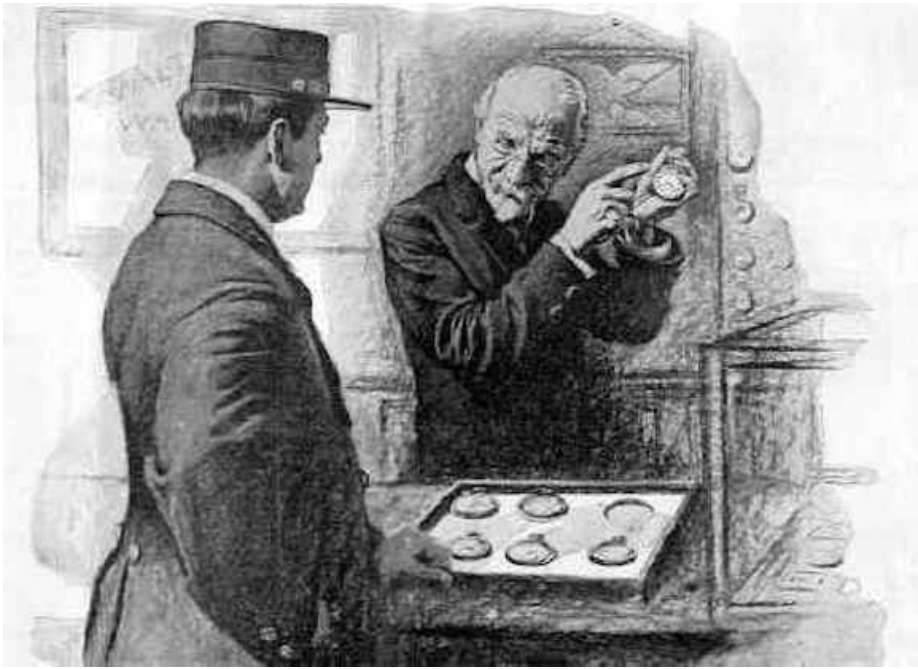
Going Public: *Sears' successfully took the company public in 1906. The initial public offering (IPO) marked the first major retail IPO in American financial history and represented a coming of age, financially, of the consumer sector. The company traded under the ticker symbol S, and was a component of the Dow Jones Industrial Average from 1924 to 1999.*

Largest Retailer In The U.S. For Decades: Sears was the largest retailer in the United States until October 1989, when Walmart surpassed the record. Sears is still currently the 23rd largest retailer in the United States.

Inventing The Mall: many credit Sears with creating the Shopping Mall. The mail order market was based on rural America, with a slow-growing population and far less spending power than urban America. Sears decided to shift emphasis and pivoted to create retail locations in the suburbs, typically just outside of working-class neighborhoods. Sears was a pioneer in creating department stores that catered to men as well as women. Its stores were oriented to motorists—set apart from existing business districts amid residential areas occupied by their target audience; had ample, free parking; and communicated a clear identity to both the housewives and homeowners. In the 1930s, the company designed fully air-conditioned, "windowless" stores. From the 1920s to the 1950s, Sears built many urban department stores, by the 1960s and 1970s this turned into an explosion of modern day malls.

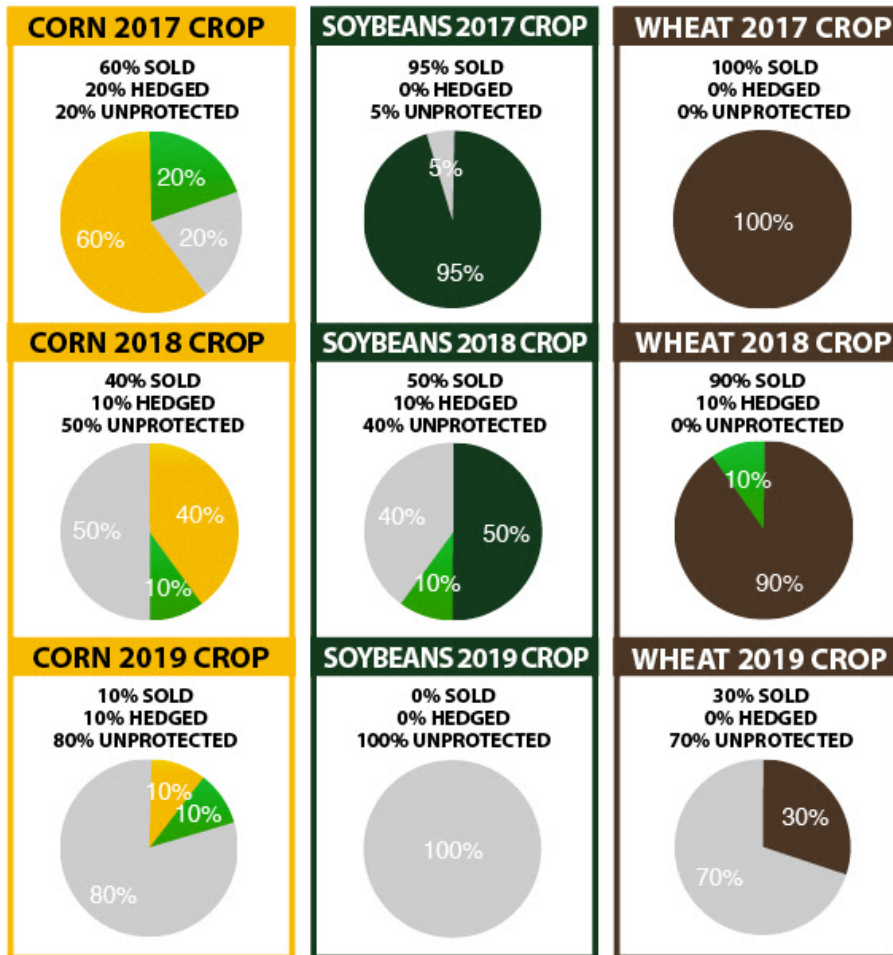
Helped Bring About Several Major Brands: Sears began to diversify in the 1930s, adding Allstate Insurance Company in 1931 and placing Allstate representatives in its stores in 1934. Over the decades it established major national brands, such as Kenmore, Craftsman, DieHard, Silvertone, Supertone, and Toughskins. The company became a conglomerate during the mid-20th century, adding Dean Witter and Coldwell Banker real estate in 1981, starting Prodigy as a joint venture with IBM in 1984, and introducing the Discover credit card in 1985.

Building The Worlds Tallest Building: In 1969, Sears, Roebuck & Co. was the largest retailer in the world, with about 350,000 employees. Sears executives decided to consolidate the thousands of employees in offices distributed throughout the Chicago area into one building on the western edge of Chicago's Loop. To get the location they wanted, a two-block area bounded by Franklin Street on the east, Jackson Boulevard on the south, Wacker Drive on the west and Adams Street on the north, with Quincy Street running through the middle from east to west, Sears had to purchase 15 old buildings from 100 owners and paid \$2.7 million to the City of Chicago for the portion of Quincy Street that divided the property. In 1974, Sears completed the 110-story Sears Tower in Chicago. At completion in 1973, it surpassed the World Trade Center towers in New York to become the tallest building in the world, a title it held for nearly 25 years; it remained the tallest building in the Western Hemisphere until the completion of a new building at the World Trade Center site in 2014. It does however remain the world's tallest "steel-construction" building. All taller buildings use concrete or composite construction.



ANSWER to riddle: Sunglasses.

CASH SALES & HEDGING TOTALS



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