



Tim Francisco &lt;info@farmdirection.com&gt;

## GOOD MORNING: 07/12/18 Farm Direction - Van Trump Report

2 messages

Kevin Van Trump <kvt@farmdirection.com>  
 To: Kevin Van Trump <kvt@farmdirection.com>  
 Bcc: info@farmdirection.com

Thu, Jul 12, 2018 at 6:32 AM



"The bitterest tears shed over graves are for words left unsaid and deeds left undone."  
 — Harriet Beecher Stowe

THURSDAY, JULY 12, 2018

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**Morning Summary:** Stocks are slightly higher this morning as there are some hints in the media that leaders in both China and Washington might soon reignite formal trade talks. From what I understand the U.S. tariffs on \$200 billion of Chinese goods are scheduled to take effect after August 30th. Large traders still seem to be pumping the brakes a bit as there's a more aggressive rotation into defensive sectors like utilities, telecoms, real estate, and consumer-staples. Generally when this happens the bigger firms are making defensive plays and trying to find some risk aversion. Crude oil prices are steady this morning but fell sharply yesterday. In fact, it was crudes worst day in almost 2-years, on fears of continuing trade disputes and the negative impact it could have on the global economy. The oil market is also digesting news that Libya is reopening four export terminals. Libya's National Oil Corporation said the country's production and export operations will soon start to move back towards normal after General Khalifa Haftar, the military strongman controlling the east of the nation, agreed to allow the export ports to reopen. The opening of these four ports could ultimately bring about +800,000 barrels per day back into the global marketplace. At the same time, the latest data showed U.S domestic gasoline demand slipping to just 9.275 million barrels per day, down sharply from 9.869 million the prior week. In fact the four-week average is actually down -1.7% from a year ago. On the bullish side, despite increased production, U.S. crude oil stockpiles continue to contract, falling to 405.2 million barrels per day, from 417.9 million the prior week and down -18% from a year ago. Keep in mind, the US is currently on track to become the world's biggest oil producer. The EIA released data Wednesday showing the U.S. will produce 11.8 million barrels a day next year, putting it ahead of both Saudi Arabia and Russia. The good news is the average price of gasoline at the pump has fallen by about -10 cents since its peak back in May, from \$2.96 down to \$2.86 per gallon. As for economic data, the trade will be digesting the latest from the Consumer Price Index and weekly unemployment numbers. Tomorrow we will see a wave of big bank earnings for the second quarter, including Citi, JP Morgan Chase and Wells Fargo.

**Are 100% Self-Flying Airplanes Next?** Elbit Systems has unveiled a 1.6 ton Hermes 900 StarLiner unmanned aircraft vehicle designed to fly in airspace currently reserved for piloted civilian planes. The Elbit UAV can reach 30K feet, the altitude of some commercial jets. Arms firms have been shifting defense efforts from far-away conflicts to homeland security, a technology that could also pave the way for self-flying civilian airliners. (Source: SeekingAlpha)

**Check Out Your State's Scorecard On It's Economic Climate:** The war between the states for business and jobs has never been more intense. Nor has it ever been more complicated, thanks to worker shortages, immigration crackdowns, trade tensions and tax reforms. Then there are this November's elections, with 36 states choosing governors. But what gives some states the edge and leaves others bringing up the rear? America's Top States for Business will put it all in perspective. CNBC scored all 50 states on more than 60 measures of competitiveness, developed with input from a broad and diverse array of business and policy experts, official government sources, the CNBC Global CFO Council, YPO and the states themselves. States receive points based on their rankings in each metric. Check out full results [HERE](#).

## THE 2018 VAN TRUMP CONFERENCE



November 28-29  
 Special 2 Day Event  
 Kansas City, Mo

A gathering for the  
 sharpest minds in  
 agricultural investing.

Hear firsthand  
 about new  
 innovations.

Innovations  
 that will be  
 changing & shifting

State	Overall	Workforce	Infra-structure	Cost of Doing Business	Economy	Quality of Life	Technology and Innovation	Education	Business Friendliness	Access to Capital	Cost of Living
Texas	1	7	1	18	1	31	9	37	21	3	11
Washington	2	2	31	33	4	5	6	12	32	11	37
Utah	3	11	10	23	2	12	19	34	12	18	22
Virginia	4	3	20	34	13	19	15	6	5	13	33
Colorado	5	5	29	37	8	9	7	11	17	11	34
Minnesota	6	16	6	38	18	3	5	5	28	17	29
Georgia	7	4	3	36	2	32	21	29	21	8	9
Massachusetts	8	1	42	43	14	10	2	1	18	7	48
North Carolina	9	9	21	16	6	28	11	37	23	9	18
Florida	10	27	8	31	9	23	7	36	16	4	26

the farm industry.

**Over 700 In Attendance Last Year:**

Many of the Largest Producers in our Country

CEO's, and Ag Executives

Traders and Hedge Fund Managers

Bank Presidents, FDIC members

Grain Merchandisers, Exporters, Analyst

Leading Ag Retailers

Livestock Executives

Venture Capitalist and Early Investors

Transportation and Logistics Executives

Innovative Start-ups

## 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:

You bury me when I'm alive, and dig me up when I'm dead. What am I?

**Weather** on the Plains saw showers stretch across the Dakotas and Wyoming yesterday, trailed by slightly cooler temperatures. Above normal temperatures prevail, however, across the central Plains, where today's highs will approach 100 degrees F. Drought is mostly confined to the southern half of the Plains and has become less widespread in recent weeks. In the Corn Belt, mostly dry weather accompanies near-normal temperatures. However, hot air has overspread the western Corn Belt, where today's high temperatures will approach upper-90 degree weather today. This is after two days straight of mid-90 degree temps. Corn and soybeans continue to move into reproduction with few concerns, except in drier portions of the southwestern and northeastern Corn Belt. In the South, warm, humid weather accompanies widely scattered showers. Areas of concern with respect to drought are mostly from the Mississippi Delta westward, although some patchy, short-term dryness has recently developed in the southern Mid-Atlantic States. A warm weather pattern featuring near or above normal temperatures will remain in place over much of the country during the next several days. However, cloudiness and showers will suppress temperatures in the Southwest, while heat wave will intensify across the West. During the weekend, markedly cooler air will arrive across the northern Plains. Meanwhile, the interaction between the Southwestern monsoon circulation and a pair of cold fronts will generate widespread rainfall from the Four Corners into the upper Midwest. elsewhere, scattered showers will dot the Southeast, while mostly dry weather will prevail in California and the Northwest.

**Quite Wet Over the Next Week According To the Latest 7 Day Precipitation Outlook**

**\$500**

**Early Bird Special**  
For First 200 to Register :

**\$299**

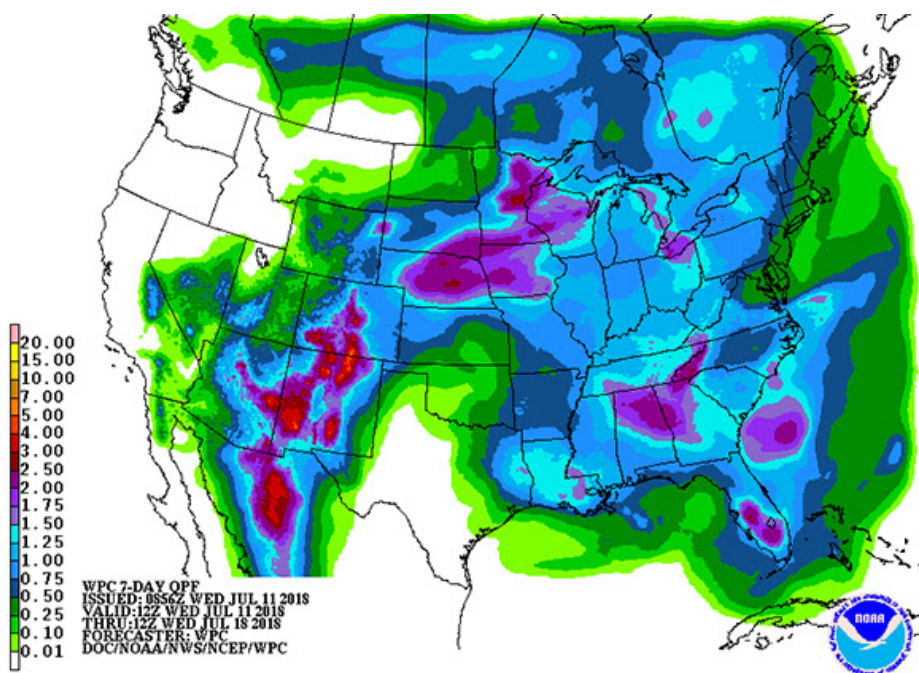
**Click Here To  
Learn More**

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

- John Wooden







Co-hosted by:



FARM TANK



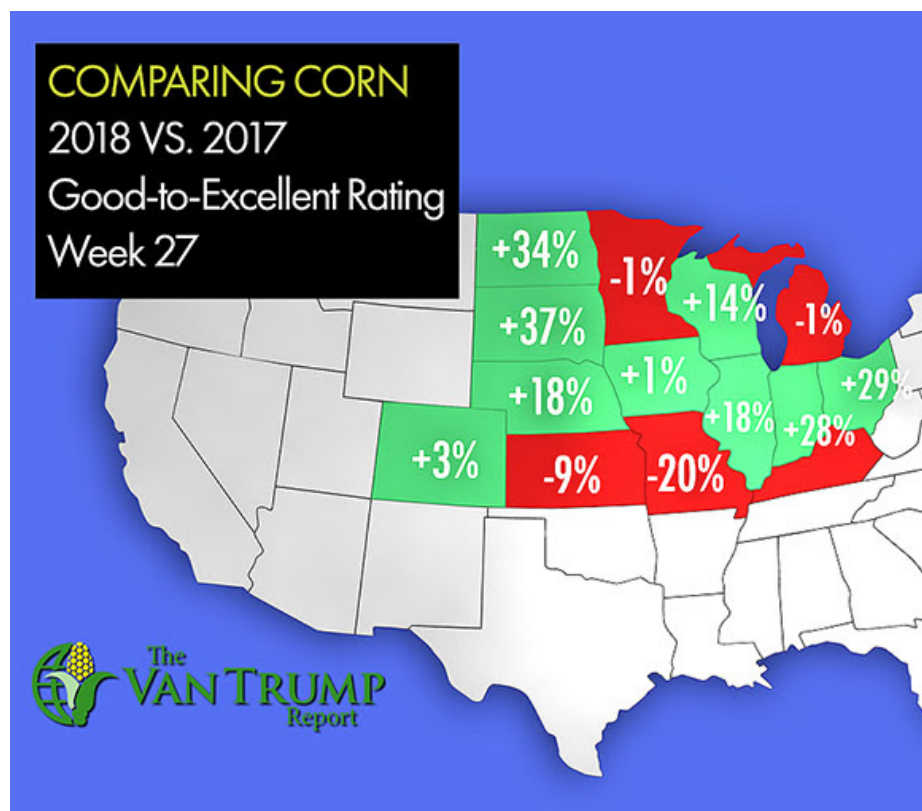
## Today in History

**1861, Confederacy Signs Treaty With Native Americans** - Special

commissioner Albert Pike completes treaties with the

members of the Choctaw and Chickasaw tribes. As ambassador to the Indians, he was a fortunate addition to the Confederacy, which was seeking to form alliances with the tribes of Indian Territory. Besides the agreements with the Choctaw and Chickasaw tribes, Pike also engineered treaties with the Creek, Seminole, Comanche, and Caddos, among others. Ironically, many of these tribes had been expelled from the Southern states in the 1830s and 1840s but still chose to ally themselves with those states during the war. As you can imagine, the grudges they held against the Confederate states were offset by their animosity toward the federal government. Native Americans were also bothered by Republican rhetoric during the 1860 election after some of Abraham Lincoln's supporters, such as William Seward, argued that the land of the tribes in Indian Territory should be appropriated for distribution to white settlers. When the war began in 1861, Secretary of War Simon Cameron ordered all posts in Indian Territory abandoned to free up military resources for use against the Confederacy, leaving the area open to invasion by the Confederates. By signing these treaties, the tribes severed their relationships with the federal government, much in the way the southern states did by seceding from the Union. They were accepted into the Confederates States of America, and they sent representatives to the Confederate Congress. The Confederate government promised to protect the Native American's land holdings and to fulfill the obligations such as annuity payments made by the federal government. Some of these tribes even sent troops to serve in the Confederate army, and one Cherokee, Stand Watie, rose to the rank of brigadier general. Pike would die in Washington, D.C., at the age of 81, and was buried at Oak Hill Cemetery. Burial was against his wishes; he had left instructions for his body to be cremated. In 1944, his

**Corn** prices are slightly higher to start the day, but all eyes are focused on the USDA report scheduled for release at 11 AM CST. Bears are pointing to ongoing trade disputes, a sizable break in crude oil prices, and very cooperative U.S. weather as reasons the market posted fresh new lows yesterday. Technical traders are wanting to see if major psychological support can hold at \$3.50 per bushel. I've heard several large bearish traders thinking we could eventually test the \$3.20 to \$3.30 area. As for the upside, most continue to see the \$3.80 to \$3.90 range as major resistance. I don't think many traders are looking for anything wildly bullish out of today's USDA report. I suspect we could see the Brazilian crop estimate moved lower as well as the production estimates for Russia and Ukraine. But here at home I suspect the crop starts getting larger on increased acres and cooperative weather. Demand appears strong, especially for exports and ethanol, but there's still some fear the feed number will be reduced. I also don't think anyone is looking for any major reduction in global or domestic ending stocks. I suspect we could see a short-covering rally as those who have been short look to take profits on the release of the bearish data. Bottom-pickers could also help add to a portion of the upside momentum. I'm just not sure a rally can keep its feet underneath itself or the market can continue to produce enough bullish news to keep the bulls engaged and momentum moving higher for an extended period. I'm still apprehensive in buying this market with any size.



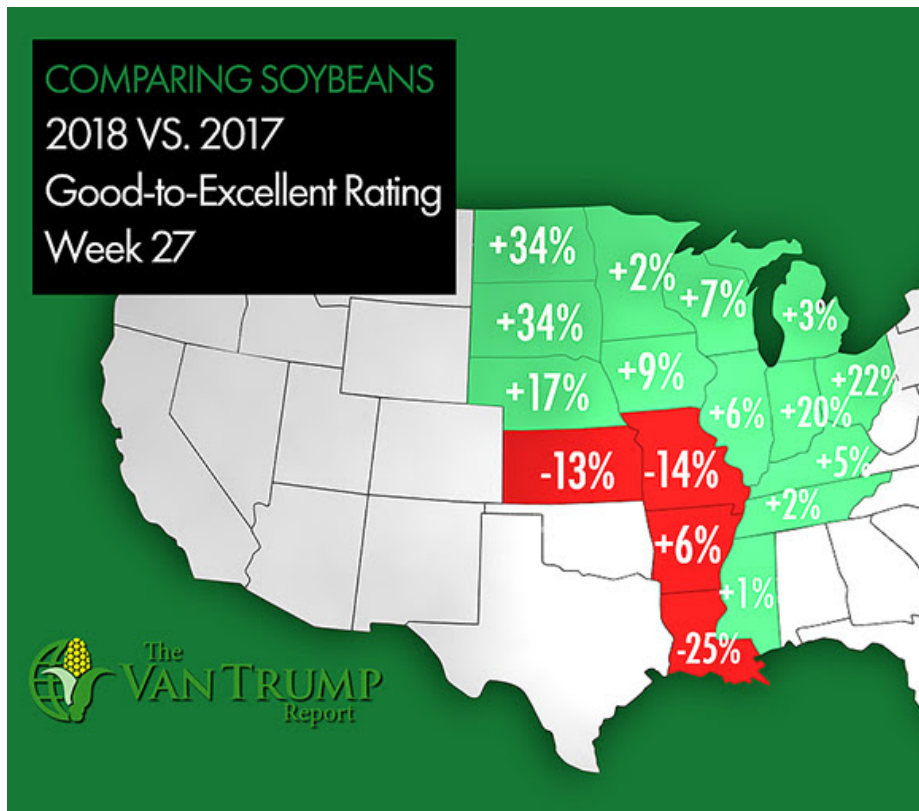
remains were moved to the House of the Temple, headquarters of the Southern Jurisdiction of the Scottish Rite. Interestingly, Pike is the only Confederate military officer with an outdoor statue in Washington, D.C. which is located in the Judiciary Square neighborhood of Washington, D.C.



#### 1979, Disco Dies -

Many feel Disco's days should have faded faster but for all of its decadence and over exposure it didn't quite die a natural death by collapsing under its own weight. Rather, it was killed by a public backlash that reached its peak on this day in 1979 with the infamous "Disco Demolition" night at Chicago's Comiskey Park. Personally, I don't remember watching it on television, but I suspect had I lived in Chicago at the time, I would have been right in the middle of it. Unfortunately, the incident led to at least nine injuries, 39 arrests and the cancellation and forfeit of a Major League Baseball game, is widely credited—or, depending on your perspective, blamed—with dealing disco its death blow. Steve Dahl and Garry Meier, popular disk jockeys on Chicago's WLUP "The Loop" FM, were the masterminds of the event. Dahl had only recently moved to WLUP from rival station WDAI when that station switched to an all-disco format—a relatively common reformatting trend in American radio in 1979. But however many other rock DJs were displaced by disco, only Dahl was inspired to launch a semi-comic vendetta aimed at "the eradication and elimination of the dreaded musical disease." It was a May 2nd rainout between the Chicago White Sox and the Detroit Tigers led to the scheduling of a doubleheader on July 12. Dahl and Meier approached the White Sox with a rather unorthodox idea for an attendance-boosting promotion: Declare July 12 "Disco Demolition" night and allow Dahl to blow up a dumpster full of disco records between games of the doubleheader. White Sox executive Mike Veeck embraced the idea in the same spirit with which his father, legendary team-owner Bill Veeck, had once sent a little person to the plate in a major league ballgame in order to amuse the fans and draw a walk. To everyone's surprise, the 98-cent discounted tickets offered to anyone who brought a disco record to the game to be blown up, drew 25,000 more fans than the normal 15,000 average. Another miscalculation was not collecting the records at the gate which became dangerous projectiles during the mayhem. What followed was utter chaos, as fans by the thousands stormed the field and began to wreak havoc, shimmying up the foul poles, tearing up the grass and lighting vinyl bonfires on the diamond while the stadium scoreboard implored them to return to their seats. Officials would judge that conditions were too dangerous for the scheduled game to begin, and the Detroit Tigers were awarded a win by forfeit. All thanks to disco!!

**Soybean** prices have rebounded a bit this morning from their recent fresh 10-year low. Technical guru's say the next point of major support would be the low of \$7.76 set back in December of 2008. Ongoing trade negotiations are casting a dark cloud over the market and many sources are doubting it will clear anytime soon. The Chinese have made statements that they can find alternatives to U.S. soybeans and will not be bullied. At the same time President Trump doesn't seem to be blinking and continues to threaten increased action. Fundamental bulls point to the fact aggregate global demand hasn't changed one bit, just the pieces are being shifted around. I would agree, but that doesn't necessarily mean the market needs to rally. Remember, you can be "right" the fundamentals or technicals until the day is long, but you can still be dead wrong the market. Bulls were saying the same thing when we were up at \$10.60 per bushel, that China and others will ultimately need to buy U.S. soybeans. That might very well be true. But it's also something the market has known for the past few months and during that time prices have fallen by more than -\$2.00 per bushel. My point is, the trade doesn't currently care. Big money players are looking at a less bullish global environment. Meaning they do not want to be long markets that could be negatively impacted by trade disputes, especially when the problems could spill over and cause a slowdown in the overall global economy. The question we need to be asking is when will we see a game changing story that will attract large fund type buying? I can't answer that questions. I do know for a fact, the big money bulls who were betting on aggregate demand staying the same and pieces of the puzzle just shifting, have been severely beaten up by the recent meltdown. Most are now on the sidelines and licking their wounds, I can't imagine they are itching to jump back in on the same story or premise.



**Wheat** prices are hovering around six-month lows as traders anticipate another slight round of bearish USDA data. U.S exports remain unimpressive and the size of the U.S. crop appears to be getting larger not smaller on better than expected Spring wheat conditions and larger number of acres planted. Fears associated with trade headwinds and the possibility of slowing global growth are also keeping a lid on price rallies. Bulls continue to argue that global production hiccups in parts of Russia, Ukraine, Australia and the European Union will eventually help make U.S. export supplies more attractive. I've taken a small bite towards building a longer-term bullish position and will be looking to take another small bite on the next leg lower in price. I see no need to get in a hurry as the market looks as if it wants to give the bulls all the time and opportunity they want to climb on board. Longer-term I remain optimistic...



### 1990, Yeltsin Resigns - Preside

Republic of Russia, Boris Yeltsin would resign from the communist party just two days after Mikhail Gorbachev was re-elected the head of the Soviet Communist Party, adding tensions to Gorbachev's attempts at holding the Soviet Union together. Gorbachev, who had risen to power in the Soviet Union in 1985, came under severe attack from Communist Party hard-liners in July while party leaders met in a congress for debate and elections. Congress believed that Gorbachev's political and economic reforms were destroying the Party's control of the nation. Gorbachev defended his position as he called out opposed to his direction as backward-looking relics from the dark past of the Soviet Union. Yeltsin had been a consistent critic of Gorbachev, but his criticisms stemmed from a belief that Gorbachev was moving too slowly in democratizing the Soviet political system. Yeltsin's dramatic announcement of his resignation from the Communist Party was a clear indication that he was demanding a multiparty political system in the Soviet Union. It was viewed as a slap in the face to Gorbachev and his policies. Over the next eighteen months, Gorbachev's power would fade, while Yeltsin's rose. In December 1991, Gorbachev resigned as president of the Soviet Union and the Soviet Union officially dissolved. Yeltsin, however, retained his position of power as president of Russia. In their own particular ways, both men had overseen the dissolution of the Soviet Union and the end of the Cold War. Yeltsin would remain president of Russia until December 31, 1999, when he resigned. Despite his attempts at economic reform, his tenure in office saw the country's economy falter badly, including a near-complete collapse of its currency. His administration was also marked by rampant corruption, an invasion of Chechnya and a series of bizarre incidents involving Yeltsin that were reputedly a result of his alcoholism. Yeltsin's opponents twice tried to impeach him. With his resignation, Prime Minister Vladimir Putin became acting president until new elections could be held. On March 26, 2000, Putin became Russia's new president.

### Upcoming Events

- Thur. 7/12** - USDA Supply and Demand
- Fri. 7/13** - Last Trade Day for July Grains
- Mon. 7/16** - Crop Progress, NOPA Crush
- Fri. 7/20** - Cattle on Feed
- Mon. 7/23** - Cold Storage, Crop Progress
- Mon. 7/30** - Crop Progress
- Tues.- Wed. 7/31-8/1** - FOMC Meeting



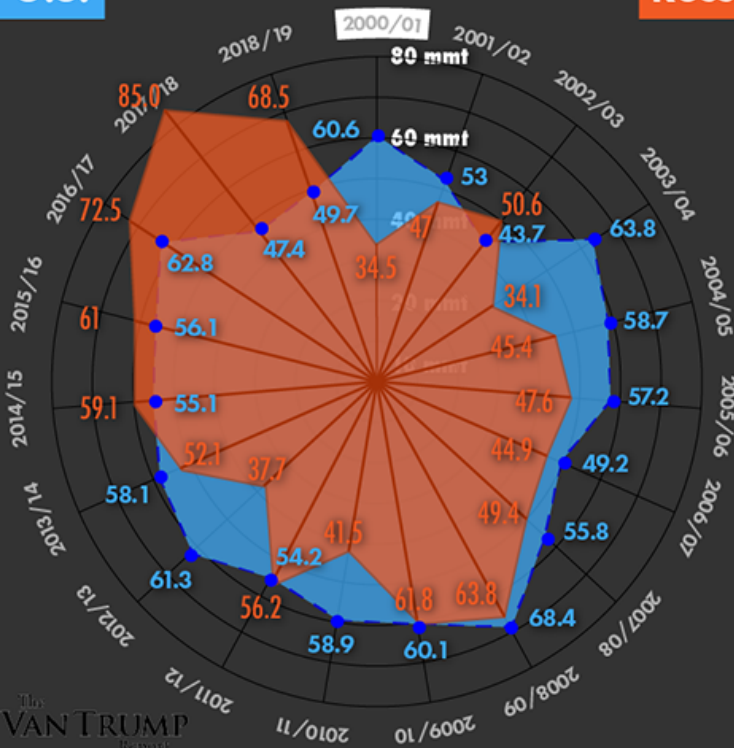
# UNITED STATES VS. RUSSIA

## Wheat Production

(IN MILLION METRIC TONS)

U.S.

Russia



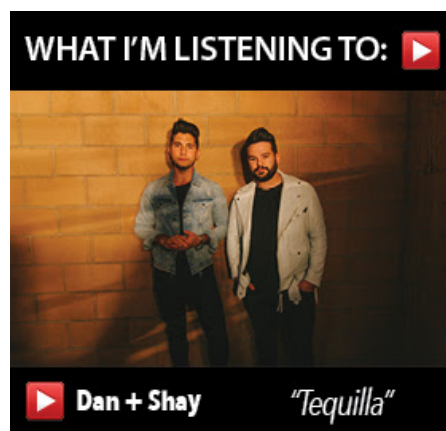
Source: USDA, PS&amp;D data retrieved July 10, 2018

**Mon. 8/6** - Crop Progress**Fri. 8/10** - USDA Supply and Demand**Mon. 8/13** - Crop Progress**Wed. 8/15** - NOPA Crush**Mon. 8/20** - Crop Progress**Wed. 8/22** - Cold Storage**Fri. 8/24** - Cattle on Feed**Fri. 8/24** - Last Trading Day for September Grain Options**Mon. 8/27** - Crop Progress**Fri. 8/31** - First Notice Day for September Grains**Mon. 9/3** - Labor Day (Markets Closed)**Tues. 9/4** - Crop Progress**Mon. 9/10** - Crop Progress**Tues. 9/11** - 17 Year Anniversary of 9/11**Thur. 9/12** - USDA Supply and Demand**Thur. 9/12** - Last Trading Day for September Grain Futures**Mon. 9/17** - NOPA Crush, Crop Progress**Fri. 9/21** - Cattle on Feed**Sat. 9/22** - Autumn Begins**Mon. 9/24** - Cold Storage, Crop Progress**Tues.-Wed. 9/25-9/26** - FOMC Meeting**Fri. 9/27** - Quarterly Hogs and Pigs**Fri. 9/28** - Quarterly Stocks and Acreage**U.S. Production**

	July #	Avg. Trade Est.	Trade Range	USDA Jane
<b>Corn Yield</b>	???	174.9	172.6 - 179.5	174.0
<b>Corn Production</b>	???	14.269	14.045 - 14.683	14.040
<b>Soybean Yield</b>	???	48.6	47.0 - 49.5	48.5
<b>Soybean Production</b>	???	4.314	4.200 - 4.402	4.280

**U.S. Winter Wheat Production**

	July #	Avg. Trade Est.	Trade Range	USDA Jane
<b>All Wheat</b>	???	1.858	1.825 - 1.923	1.827
<b>All Winter</b>	???	1.196	1.178 - 1.218	1.198
<b>Hard Red</b>				

**Kevin's Song of the Week****Kevin's Song of the Week**

Winter	???	0.650	0.634 - 0.675	0.650
Soft Red Winter	???	0.316	0.305 - 0.334	0.316
White Winter	???	0.229	0.202- 0.244	0.232
Other Spring	???	0.599	0.568 - 0.646	NA
Durum	???	0.071	0.058 - 0.083	NA

**U.S. Ending Stocks 2017/18**

	July #	Avg. Trade Est.	Trade Range	USDA Jane
Corn	???	2.107	2.052 - 2.177	2.102
Soybeans	???	0.507	0.478 - 0.530	0.505

**U.S. Ending Stocks 2018/19**

	July #	Avg. Trade Est.	Trade Range	USDA Jane
Corn	???	1.712	1.545 - 1.922	1.577
Soybeans	???	0.471	0.390 - 0.571	0.385
Wheat	???	0.973	0.924 - 1.021	0.946

**World Ending Stocks 2017/18**

	July #	Avg. Trade Est.	Trade Range	USDA Jane
Corn	???	191.42	189.50 - 192.88	192.69
Soybeans	???	91.76	89.00 - 93.00	92.49
Wheat	???	272.46	271.00 - 274.50	272.37

**World Ending Stocks 2018/19**

	July #	Avg. Trade Est.	Trade Range	USDA Jane
Corn	???	156.37	151.00 - 163.00	154.69
Soybeans	???	88.15	85.00 - 92.00	87.02
Wheat	???	265.05	262.00 - 268.00	266.16

## 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



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.

**> USDA Says Everyone Will Get Report At The Same Time:** The USDA for years allowed media, including Reuters, early access to crop data but barred news outlets from publishing the data until a specified time. USDA says the system effectively gave a two-second head start to customers of media outlets because USDA takes longer to publish the data on its website than the news sites. Furthermore, evidence gathered by the USDA suggested that trading activity worth millions of dollars occurred in the two seconds after monthly crop reports were released at 12pm eastern. The last report available to the media under embargo is scheduled for release today. (Source: Reuters)

**> FDA Moving Quickly On Lab Grown Meat:** FDA Commissioner Scott Gottlieb is slated to open the agency's hotly anticipated public meeting on lab-grown animal products on Thursday — a sign of the high level of interest at the agency. The all-day meeting will also include perspectives from Memphis Meats, JUST and Finless Foods, three companies working on lab-grown meat and seafood products, as well as meat scientists, academics and presentations from several FDA officials, according to an agenda posted by the agency earlier this week.

**> Weather Takes Toll On Australian Wheat:** Hot conditions and low rainfall amounts continue to take their toll on the wheat crop in eastern Australia as the country's 2018-19 wheat production is forecast at 21 million tonnes, about 12% below the previous estimate, according to a July 10 Global Agricultural Information Network (GAIN) report from the U.S. Department of Agriculture. The USDA said the wheat harvested area is expected to fall slightly to 29.65 million acres. (Source: WorldGrain)

**> Chinese State Media Says They Don't Need U.S. Soybeans:** China can increase soybean imports from other countries to reduce reliance on buying from the U.S. according to the president of state grains trade COFCO speaking in an interview with the Communist Party's official People's Daily. We hearing that the trade conflict is already boosting grain and oilseed exports from the Black Sea region, where major sellers including Russia, Ukraine and Kazakhstan are looking to sell more corn, wheat and soybean to the huge Chinese market. (Source: Reuters)

**> Mortgage Apps Increase On Rising Inventory:** A slight increase in the number of homes for sale may be helping to juice the mortgage market. After falling for two straight weeks, mortgage application volume rose 2.5% last week, seasonally adjusted, compared with the previous week. The increase was driven entirely by purchase applications. Still, total volume is 4.3% lower than a year ago, according to the Mortgage Bankers Association, because of continuing weakness in loan refinancing. Mortgage applications to purchase a home jumped 7% for the week and were 8% higher than the same week one year ago. Read more [HERE](#).

**> Investors Still Sitting On A Ton Of Cash:** According to Federal Reserve figures, retail investors had about 18% of their assets in money market funds and in U.S. bank deposits, considered cash alternatives, at the height of the financial crisis in 2009. But today, they still have a high percentage in cash—around 14%. Citi Private Bank's clients, who have at least \$25 million in investable wealth, had about 25% of their wealth in cash in 2009, but they still have 22% in cash today. (Source: PENTA)

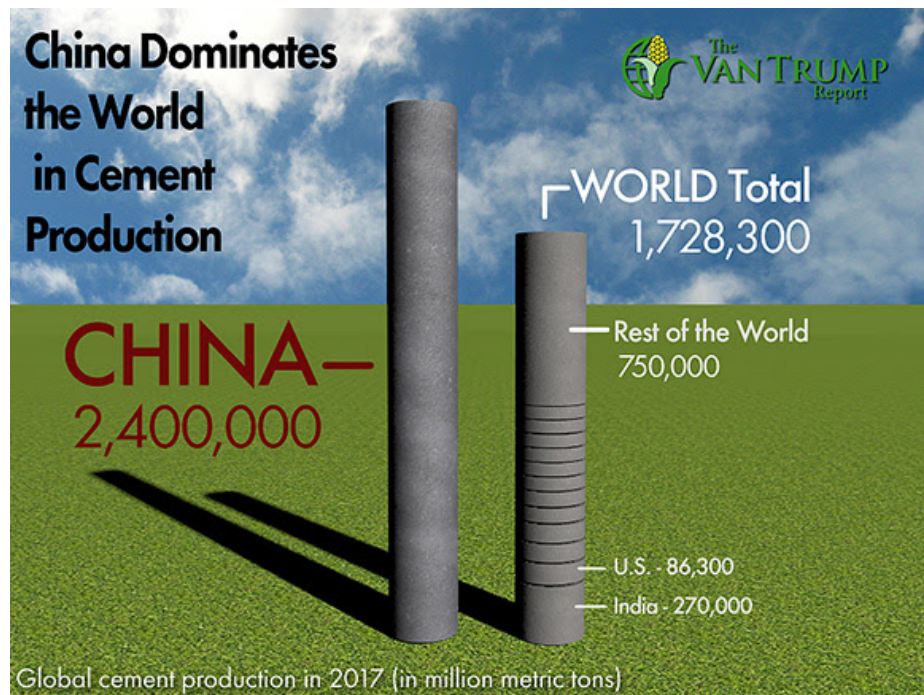
**> Wholesale Inflation At 6 Year High:** The wholesale cost of goods and services rose in June at the highest yearly rate in almost seven years, reflecting broad inflationary pressures in a fast-growing U.S. economy. It's worth noting the increased price at the pump has played a big role in higher costs. Meanwhile, The 12-month rate of wholesale inflation, climbed to 3.4% from 3.1%, marking the highest perch since the waning months of 2011. Somewhat less worrisome, the yearly rate of core wholesale inflation stood at 2.7% and was several notches below a recent high. (Source: Marketwatch)

**> ESPN Inks Deal To Broadcast eSports Game Overwatch:** Disney's ESPN has signed a deal with video-game maker Activision Blizzard for live TV coverage of the Overwatch League, an eSports league. The deal is the biggest yet for video game developer Blizzard Entertainment, and deepens ESPN's commitment to sports, where spectators watch professional video gamers compete. The Grand Finals will mark the first broadcast of an esports championship on Disney's flagship TV network, ABC, and the first time live competitive gaming will air on ESPN in primetime. Wow. How incredible to see the world changing right in front of your eyes. ESPN will now show live TV of video game tournaments... (Source: CNBC)

**> Cristiano Ronaldo, World's Best Soccer Player Lands Big Pay Day:** After 9 years with Real Madrid, Ronaldo struck a deal with an Italian team landing him roughly \$35 million per year over the next 4 years. Even though Ronaldo isn't the highest paid in terms of soccer, no one is close when it comes to adding in endorsement earnings. He earns roughly \$47 million from endorsements, appearances and licensing each year. They estimate he generated \$474 million in value for his sponsors over the last 12 months on his social media accounts, according to data from research firm Hookit. This move marks the end of a remarkable run for Ronaldo at the Bernabéu. The 33-year old forward became the club's all-time leading goal scorer, won four of his five Ballon d'Or awards, and led Real Madrid to four Champions League titles.



> **China Dominates The World In Cement Production and Use:** According to Bill Gates' blog, between just 2011 and 2013, China consumed more concrete than the U.S. did in the entire 20th century. The country's insatiable thirst for the material hasn't been quenched and it remains the world's king of concrete. In 2017, China produced more cement than the rest of the world combined according to the U.S. Geological Survey. Understand, China's monthly output is almost unbelievable. Take July 2017 as an example: that month, China produced 221 million metric tons, over twice U.S. annual output. (Source: [USGS](#))



**Northeast Arkansas** - Crops in the area are exceptional for most of the guys I know. A lot of us will, fortunately, be helping our cause as we will have lots of extra bushels to offset the current prices. There were some acres that hit pollination early and caught a heat wave setting it back a bit. Obviously, like everyone, we are hoping fundamentals or Trump will swing things around. There are a few guys who have corn left to price and no storage for it so we will be getting creative with those bushels. We should see corn and rice harvest get started down here early September following with beans right after. There were no dicamba issues like last season as we were cut off from spraying after June 11. The only effects here was the fact double-crop beans have to be managed differently as they couldn't be sprayed, so I suspect most went to Liberty or will deal with weeds another way. The cotton is unbelievable and it looks like there will be lots of three-bale cotton acres, which is good news as most usually budget for two.

**Northern Missouri** - I would say we are losing 1-2 bushels on corn every single day for at least the last 3 weeks if not longer. From July 1st through today you can see a huge difference in crop conditions. I would say we have had more days that have been at 100 degrees or higher since the beginning of the month than not. If the temps don't get to 100 the heat index is there for sure. The pasture ground where we are running cattle right outside of Kansas City is just desert at this point. The cattle guys are either moving their cattle in short order or feeding them bales because you can see dirt across the fields. We have a few bales of oats and we are already getting offers upward of \$120/ton which is about 3 times normal price. The corn fields have a wide range of variability, some fields you can see 30-40 rows into the field its rolled up so tight which will be lucky to make 50 bushels and there's other corn that still looks like it might make 200 IF we see rain and cooler temps next week. If we see a continuation of the current weather, then they will be falling back in yield quickly.

**Central Illinois** - I am hearing a lot of conflicting reports from guys all around Illinois. For starters, Northern Illinois is too wet in places and just right in others but I have heard zero reports of dryness. Central Illinois definitely has dry pockets and places where the corn looks great but nothing where the corn is drowning out from what I've heard. I've heard talk that the corn that looks really good from the road has grown to fast and is being pushed too hard. The talk around the coffee shop is guys are seriously disappointed after they scout their best fields. Southern Illinois is dry in fairly large areas with pockets of good-looking corn. The ears are aborting kernels down entire rows and they are not nearly as big around as what guys are expecting. As a whole Illinois is in decent shape but there is a ton of conflicting reports out there.



**Organic Industry Fears Deregulation's Effect On Consumer Confidence:** Regulation is not a dirty word to the Organic industry, so they are in the minority as they push back against the Trump administration and their promise to remove "job-killing regulations." Most in the organic industry feel strict regulations are critical for maintaining consumer confidence in the organic labels. Which means deregulation is viewed as a source that could chip away at that confidence. Deregulation doesn't make sense for an industry that wants it, said Laura Batcha, executive director of the Organic Trade Association. She warns of "collateral damage" to an industry that has experienced robust growth. Bloomberg has a pretty comprehensive article on the issues [HERE](#).

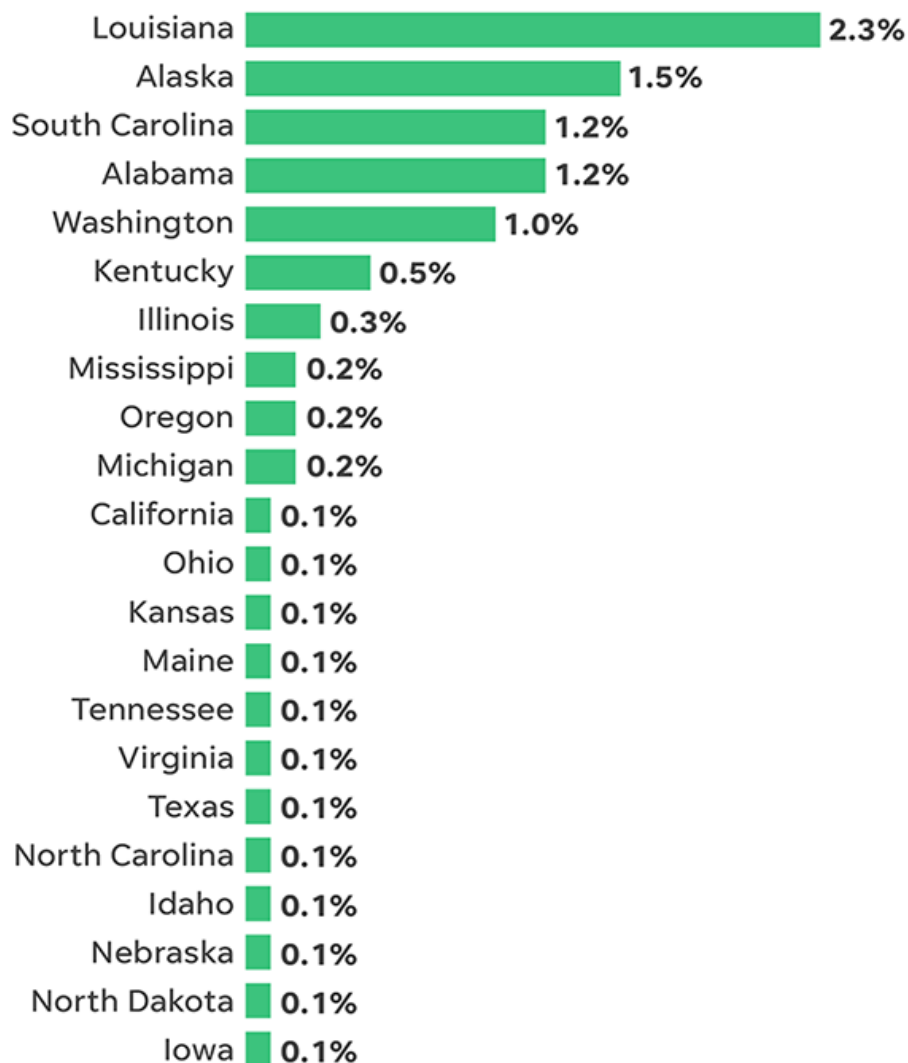
**Daimler, Nvidia, and Bosch Plan For Robo-Taxis By 2020's:** Mercedes maker Daimler, one of the world's oldest automakers, has just forged a deal with Silicon Valley chipmaker NVidia. Today, the two companies—along with automotive components giant Bosch—provided more details on plans to build fleets of fully AI-driven taxis that will hit the road "early in the next decade." I'm told there is a lot of work that has been going on behind the scenes at NVidia, leading to testing that will begin in June next year. From what I'm hearing, tests will begin in California and quickly move beyond that. It feels like the race to get to fully automated public transport is heating up...wonder who gets there first. Read more [HERE](#).

**Do You Suffer From "Bedtime Procrastination"?** You know the feeling. It's late and you were supposed to be asleep 20 minutes ago. But Netflix calls. Or the new Stephen King novel. Or that final email for work you didn't get to earlier. You should probably just call it a night, at least if you don't want to be tired and cranky tomorrow. But you just...don't. The team in the Netherlands who coined the term have argued in favor of poor self-regulation. But another camp of psychologists has recently proposed that chronotype—our biological preference for waking and sleeping at certain times of day—may be a better explanation for bedtime procrastination. Is it more than just self-discipline...find out [HERE](#).

**World's Biggest Family Fortunes:** In an era of mind-boggling wealth here's a look at the world's 25 richest clans, who control a whopping \$1.1 trillion of wealth. The Walton's are estimated to be worth over +\$150 Billion; the Koch family nearly \$100 Billion; the Mars family close to \$90 billion. You can find the entire list and read some great stories about how their fortunes were made by visiting the Bloomberg article [HERE](#)

**How Are Tariffs Affecting Your State:** Whether it's Iowa soybeans or Alaskan salmon, don't expect the tariffs China is imposing on the U.S. to fall equally. Some states are at more risk than others. It's clear that farm and seafood-producing states are going to be hit hardest by China's new tariffs on U.S. goods, not to mention that states, where cars and SUVs are made and shipped to China, are on the hook, as well. In terms of value, some 38 percent of products on the tariff list are agricultural, including soybeans, sorghum, tobacco and meat, said Chad Bown, a senior fellow at the Peterson Institute for International Economics. Though the tariffs have many worrying, yesterday President Trump tweeted from Belgium that he would see to it that things are made right for the farmer. Read more [HERE](#).

## States that will be most affected by Chinese tariffs, by percentage of state GDP



SOURCE U.S. Chamber of Commerce, U.S. Bureau of Economic Analysis  
George Petras/USA TODAY







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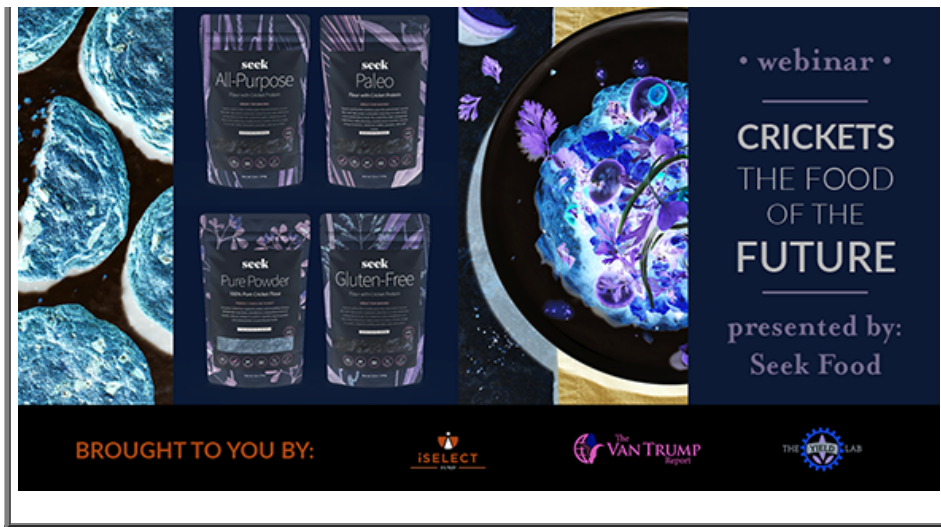
## Learn More About "Seek Food"

**Title: Seek Food: Crickets - The Food of the Future**

**Time: Thursday, July 12 @ 3:00 pm CT**

### Did You Know Crickets Are The Most Protein Dense Food on Earth?

Seek Food works with talented chefs to deliver the tastiest, most nutritious cricket protein snacks on the planet. Seek is not just about food, it is a way of thinking that transcends beyond the boundaries of simply everyday snacks. These snacks include almost 10 grams of protein per serving and a healthy dose of calcium and iron. Seek Food is making eating healthy a whole new thing. These snacks are also gluten-free, soy-free, dairy-free, GMO-free, paleo-friendly. Some of you may be thinking, don't you think it's a little weird to be eating crickets? It just so happens, over 80% of the world's population already eats insects on a regular basis, which is over 2 billion people. You also may be wondering what something like this tastes like. Crickets tend to have an earthy or nutty flavor. Seek Food's taste is specially roasted to bring out the perfect flavor notes. Seek Food pairs their crickets with complimentary ingredients, such as nuts, seeds, dried fruits and spices for the perfect taste combination. There are also probably a lot of facts about crickets you didn't know. For instance, over 95% of crickets are edible and can produce more protein than most of current livestock. Environmentalists also make the argument that crickets are also a lot less impactful to the environment. You don't necessarily have to be a fan or even want to eat these insects, but I think it's important that we learn about things that are gaining market share and interest. Listen to co-founder and CEO, Robyn Shapiro, tell us how one company is working to introduce an ancient protein back into market place. Register [HERE](#).



### What You Need to Know About Amazon's Alexa And A Few Hidden Talents

Amazon sells either an Echo or an Echo Dot. The Amazon Echo is a hands-free speaker someone controls with their voice. The Echo connects to the Alexa Voice Service to play music, make calls, send and receive messages, provide information, news, sports scores, weather, and more—instantly. It is as easy as asking Alexa to play a song or check the calendar. The Echo Dot is basically the same device, but is less expensive, has a smaller speaker, and has fewer features. Many people who have one of these devices probably already know the basics of how Alexa works. Recently, people have discovered hidden tricks Alexa has to offer people may not know about.

**Gardening tips form a pro** - Amazon Alexa is now integrated with SmartPlant. Now with SmartPlant installed Alexa can give you advice about your plants. SmartPlant has over 20,000 plants in its library it can deliver care advice for and is perfect for a quick headline of what you need to be thinking about doing each month. Simply ask Alexa what you need to be doing with your plants. You can ask things like "What do I do with these roses?" or "How much water do I give my tomatoes?"

**Great dating advice** - Match.com paired with Amazon to give Alexa a special feature of giving dating advice. People can ask Alexa a wide variety of questions like "What if my hands are sweaty?" or "Should I kiss on the first date?" Match has surveyed over 35,000 people to back these answers up.

**Your own personal shopper** - The camera in Echo Look allows Alexa to evaluate your style options. Alexa will give you feedback based on fit, color, styling and current trends to pick the most flattering look when you ask her.

**It's a real comedian** - If you struggle with telling jokes, then you shouldn't have a problem because Alexa will make them up for you. All you have to do is ask Alexa to tell you a joke and remember it for later to tell people for yourself.

**Help I've fallen and can't get up** - There's no need to wear a necklace around your neck like those cheesy life alert commercials. Ask Alexa to call 911 and alert your emergency contacts and the task will be done.

**Have a personal trainer on hand** - Amazon pair with the 7-minute workout app to help Alexa guide users through workouts. Tell Alexa "7-minute workout" and Alexa will get you started with a 420-second workout that includes motions like push-ups, sit-ups, squats, and lunges.

**Help put the kids to sleep** - If you run out of once upon a time stories to tell your kids before bed, don't worry about it. Alexa will now tell bedtime stories when you ask her to. Voices of these stories range from Tom Kenny to SpongeBob SquarePants.

**Have a personal translator in the house** - Alexa will translate any language you don't know very well. Alexa can translate up to 36 different languages. Alexa also has skills to slow down the translations or speed them up for you as well as repeat them.

**Pick the best wine** - Amazon has paired up with MySomm app or the "Wine Gal" to help people choose the best wine. You can ask Alexa what wine you will like the best with certain meals. Alexa gets as specific as breaking down the best wines to have with tuna, salmon, shrimp, or even swordfish.

**Video Worth Watching**

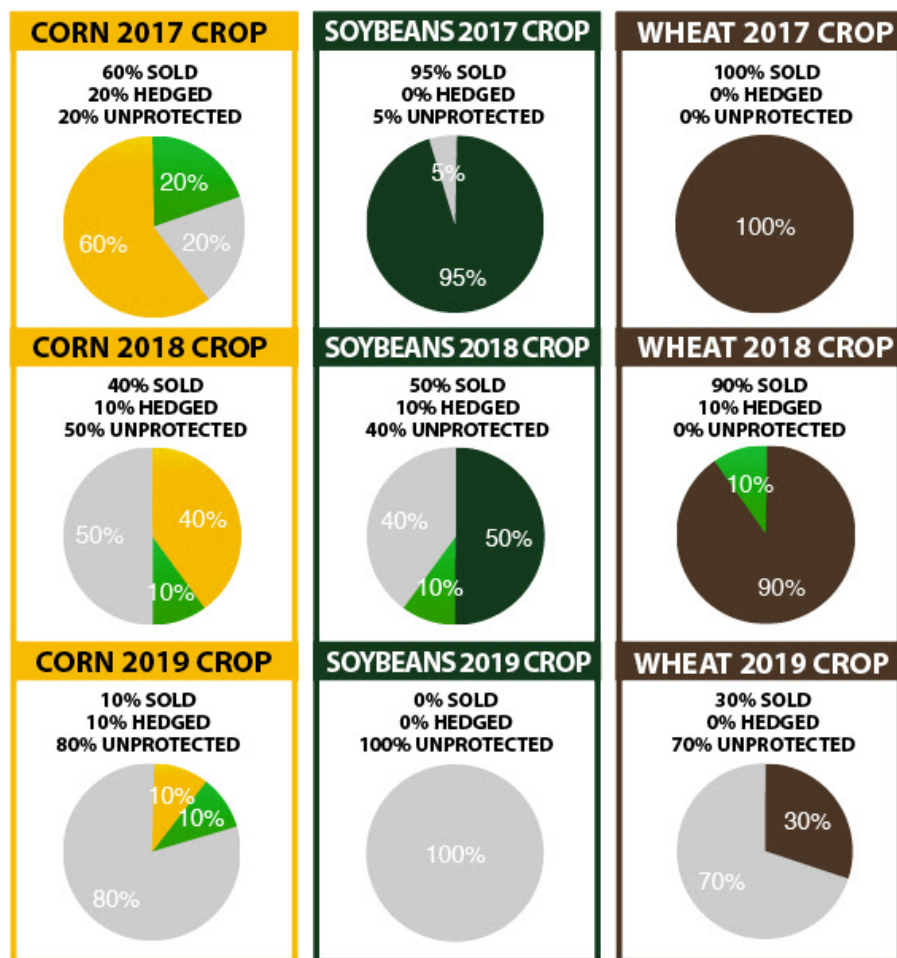
This is a cool short video that was sent my direction. It shows a dog with incredible drive... Click [HERE](#)



**ANSWER to riddle:** A plant.

**CASH SALES & HEDGING TOTALS**





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Kevin Van Trump <kvt@farmdirection.com>  
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