

GOOD MORNING: 10/29/18 Farm Direction - Van Trump Report

2 messages

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Mon, Oct 29, 2018 at 6:44 AM



"You can't go back and change the beginning, but you can start where you are and change the ending." - C.S. Lewis

MONDAY, OCTOBER 29, 2018

[Printable Copy](#) or [Audio Version](#)

Morning Summary: Stocks are poised to open higher this morning as traders brace for another extremely busy week of headlines. The economic calendar is jam packed, ending on Friday with the highly anticipated U.S. monthly employment report. There's also some important manufacturing, auto sales, and consumer confidence numbers scheduled to be released. This will also be another massive week for U.S. corporate earnings. On top of it all, we will find ourselves becoming fully-submerged in talk and headlines about next Tuesday's wildly debated U.S. mid-term elections. The uncertainty surrounding the election has certainly added to the recent stock market volatility. Most all polls still project the Democrats will win back control of the House and Republicans will maintain control of the Senate. I personally think it's going to be a nail-biter. I also still think there's a chance the Republicans keep control of both the House and Senate. Interestingly, there's been so many wild-pitches thrown in elections as of late, many traders feel anything is possible, hence, have been scaling back their exposure in the markets..."just in case". Most on Wall Street seem to be giving both political parties about a 15% to 20% chance of sweeping both the House and the Senate. If the Republicans can keep control of Congress, many believe the market will firm back up and perhaps make a run back towards the all-time highs. On the flip side, there's talk that a Democratic wave of victories would swing both the House and Senate their direction, which more than likely brings about an immediate knee-jerk reaction in the market to the downside. Interestingly, there are many on Wall Street who are worried that a split, with the Republicans keeping the Senate, and Democrats winning back the House, could also be viewed as bearish. Keep in mind, a victory in the House would mean the Democrats would take over the chairmanship of all committees. This gives the Democrats power to convene hearings and issue subpoenas, potential for far-reaching effects. It also brings about more uncertainty regarding immigration, the budget, and infrastructure spending. Which could easily cause more backpedaling bulls and further reduction of exposure. I hate to even mention it or refer back to historicals because we tend to use them as a crutch, but it's worth noting, the S&P 500 has averaged +9% gain in 12-months following the last 17 mid-term elections, regardless who controls the House and or Senate. While history is clearly not a guarantee of what will happen in the future, the market has followed a predictable pattern during election cycles, meaning investor psychology heading into the election is to act more defensively, moving a greater number of assets into cash or selling some of their more expensive holdings. After the election, investors tend to get back a more traditional mindset and focus. I'm just wondering if this means investors will immediately go back to looking for headlines that feature more uncertainty surrounding trade, strength of the U.S. dollar, a tightening U.S. labor market, rising wages and inflation, the Fed further raising interest rates, all of which could ultimately squeeze U.S. corporate margins in 2019. Again, I'm expecting to see another wild week in the markets as massive amounts of money sloshes around ahead of the election. I am going to continue shopping for bargains!

Global Investors Pump Billions Into Autonomous Vehicle Technology: *In the first three quarters of 2018, large investors have committed \$4.2 billion, compared to \$3 billion in 2017 and \$167 million in 2014. The promise of autonomous driving has led investors and automakers to open their checkbooks to ensure they're part of the future of transportation. From what I understand,*

the \$4.2 billion figure doesn't include the funds automakers themselves are investing into developing their own new tech. A Brookings Institution report last year estimated that from August 2014 to June 2017, a total of nearly \$80 billion was invested in the area by the auto industry and venture capitalists. It seems the big funding tends to go to companies building a full car, or close to it. Developing a brand new car model usually costs companies at least \$1 billion, and up to \$6 billion. Read more [HERE](#).

Mega Beer Brands Suffering As Millennials Ditch Malt Beverage: Beer consumption among drinkers from 21 to 24 has fallen roughly -3% per year over the last 15 years. Beer penetration fell one percentage point in the US market from 2016 to 2017, while both wine and spirits were unmoved, according to Nielsen data. And, per-capita consumption of beer in the US dropped by nearly -10% from 2008 to 2017, according to Euromonitor data. Budweiser, once the best-selling beer in America, was knocked off the list of the three best-selling brands tracked by Beer Marketer's Insights last year, for the first time since the 1970s. According to UBS data, millennials were less likely to recommend Budweiser than the general population. Read more [HERE](#) on how Millennials are moving markets.

Home Owners Holding Homes Longer: Housing-market headwinds are keeping American homeowners in their properties for the longest stretches on record, in a sharp distortion of the mobility Americans have for decades prized. Across the country, homes that sold in the third quarter of this year had been owned an average of 8.23 years, according to an analysis from Attom Data Solutions. That's almost double the length of time a home that sold was owned back in 2000, when Attom's data began. In other data collected, the analysis showed that as of the second quarter, 2.2 million homeowners were still underwater on their mortgages, meaning they owe more to their lending institution than the home is worth. Another 550,000 have 5% equity or less, meaning that if that property were to be sold, the transaction costs, such as a real-estate agent's commission, would likely leave the homeowner with nothing. Read more [HERE](#).

Red Sox's Win World Series! Boston Red Sox win their fourth World Series in past 14 seasons, by eliminating the Los Angeles Dodgers. Boston starter David Price outdueled Clayton Kershaw, holding the Dodgers to one run on three hits in seven innings, while first baseman Steve Pearce hit two home runs. The Red Sox finished 2018 season as clearly the best team in baseball, with an amazing 119 total wins, including the postseason, the second most of any championship team in history, trailing only the 125-win New York Yankees of 1998. Congrats to the Boston Red Sox and their fans!

My Favorite Red Sox Story: I learned during the series that Red Sox all-star outfielder, Mookie Betts, was cut or denied a spot on all of the little league teams in or around his community in Tennessee when he first started wanting to play baseball. His mother, Diana, couldn't take hearing her little boy say, "nobody wants me on their team". So she rounded up other kids that had been cut or rejected in the area and petitioned the league to start her own team. There was no Cinderella ending to that particular story, as the team she assembled finished dead last. But I suspect the experience and determination to never give up, became a huge ingredient in her sons success. Cool story about another Mom pushing her son to be his best!

Dare to be Different

2018 Van Trump Conference



Strategy - Collaboration - Leadership

2018 VAN TRUMP CONFERENCE



On hand will be several leading market analyst, traders and innovators who will be providing their insight and opinions on both short-term and long-term industry direction and outside investment ideas. You do not want to miss this years special event!

November 28 - 29, 2018

SPECIAL "MASTER MIND" SESSION

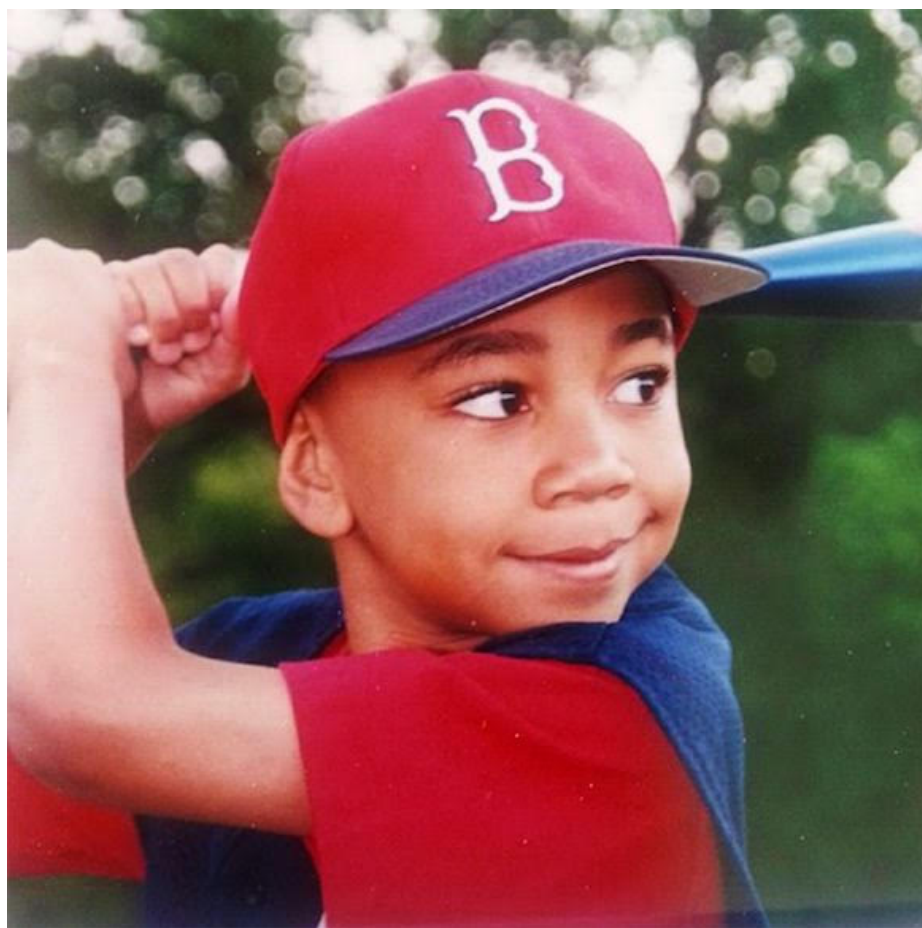


Sit front row in the boardroom with some of the best and brightest! Join us for an exclusively look behind the scenes as several of the top CEO's and leaders openly discuss their next moves in the markets, their current investments, what they see at out on the horizon, along with heated debates about our future.

SPECIAL GUEST SPEAKER

Molly Bloom - One of the most intriguing stories of the past decade. Her story was recently turned into a major hit motion picture called "Molly's Game". The true story of "Hollywood's poker princess" who gambled





FARM TANK

Tweets of the Day



everything, won big, then lost it all.

"A captivating story that is interesting for a wide audience beyond those who enjoy poker. It's a high stakes adventure providing the layperson a peak into a world few will ever truly know or understand. Molly comes from a family of high achievers. She is no slouch. A champion skier, brains to match. Each time she hit a bump in her life she did not complain, she found a solution with a positive attitude. She offers many fantastic life lessons!"

REDEFINING THE IMPOSSIBLE: "IRON COWBOY"

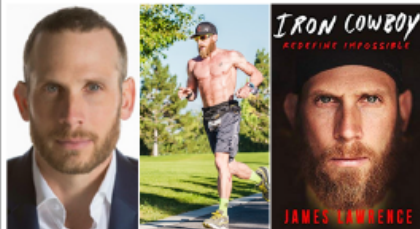
Don't miss this tale of adventure as James Lawrence 'Redefines Impossible.'

"Meeting the Iron Cowboy had a lasting affect on me. I spent the next few months ruminating about what should be my own personal challenge. James has that effect on you."

"It was like a pep talk for my head. I loved all the real, raw experiences but this also gave me something else that I wasn't expecting. It touched me deeply on a spiritual level and helped me reconnect to my strongest, truest self, someone who now chooses to keep going when life is hard."

"One of the grittiest stories on perseverance I've ever heard. His epiphany that the whole reason quitting is impossible to him is his love for his kids and his wife. That struck an important nerve for me."

"I think of this story every time something seems too hard or impossible. It has truly changed my life! So blessed to have heard it."

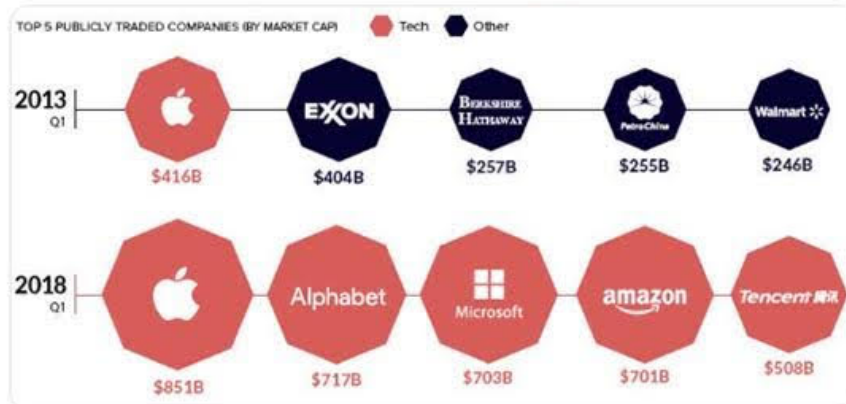




Luca Gualtieri
@Luca_Gualtieri1

Following

These are the 8 major forces shaping the future of the global **#economy**



9:56 AM - 28 Oct 2018



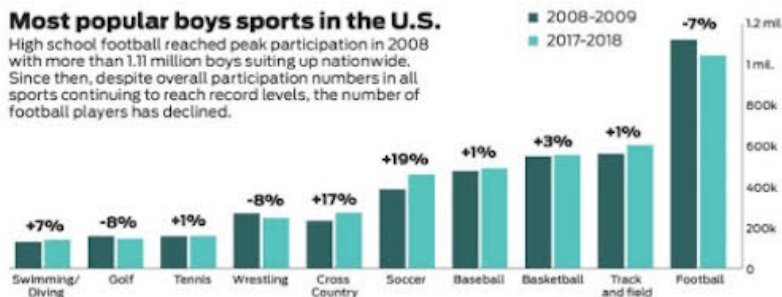
San Francisco Chronicle ✓
@sfchronicle

Following

Do you want your kids to play football?
The number of high school boys playing tackle football has been in steady decline for nearly a decade. Here's why:
[sfchronicle.com/sports/article...](https://www.sfchronicle.com/sports/article...)

Most popular boys sports in the U.S.

High school football reached peak participation in 2008 with more than 1.1 million boys suiting up nationwide. Since then, despite overall participation numbers in all sports continuing to reach record levels, the number of football players has declined.



Note: Football numbers are for 11-player teams only (5-, 8- and 9-player rosters have increased 10.1 percent to 29,627 players) and do not include the 2,401 girls nationwide who played football in all formats in 2017-18.

Source: National Federation of State High School Associations

Tam Duong Jr. / The Chronicle

6:05 PM - 28 Oct 2018



Weather Wild-Card!

Weather guru Dr. Simon Atkins will be presenting what he is calling one of the most important weather updates and forecasts in years. Join us as he reveals a possible game changer!

Network directly with some of the top CEO's and ag industry executives. Learn first hand how NEW technology and transparency is influencing today's decisions.

Early Bird Special

\$299

regular price \$500

Remember we sold out early last year!

LEARN MORE

WHAT'S HAPPENING IN WASHINGTON



With Washington's every move impacting our future, it's vitally important that we know the latest developments and better understand future direction. Come listen to our team of insiders provide their latest thoughts.



David Cole
@dcole2207

Following

My buddy always has the sweetest pics but doesn't have Twitter. So I'll post it for him!
#Harvest2018 #nicerig #johnseere #corn



6:10 PM - 27 Oct 2018

NETWORKING COCKTAIL EVENT Wednesday, November 28th

*Collaboration is the Name
of the Game*

I recently watched comedian Dusty Slay on the Jimmy Fallon Show, then I saw him again on Jimmy Kimmel. I thought he was funny, so we called him up and booked him for the conference. Come kick back and enjoy the show and some good conversation with friends.

Extend your Network by attending!



MARKETING ROUNDTABLE

Kevin Van Trump, Andy Daniels, Mike Mock, Matt Bennett, Chip Nelling and Todd Gleason talk about the markets and strategies for reducing risk and improved pricing.



Today In History



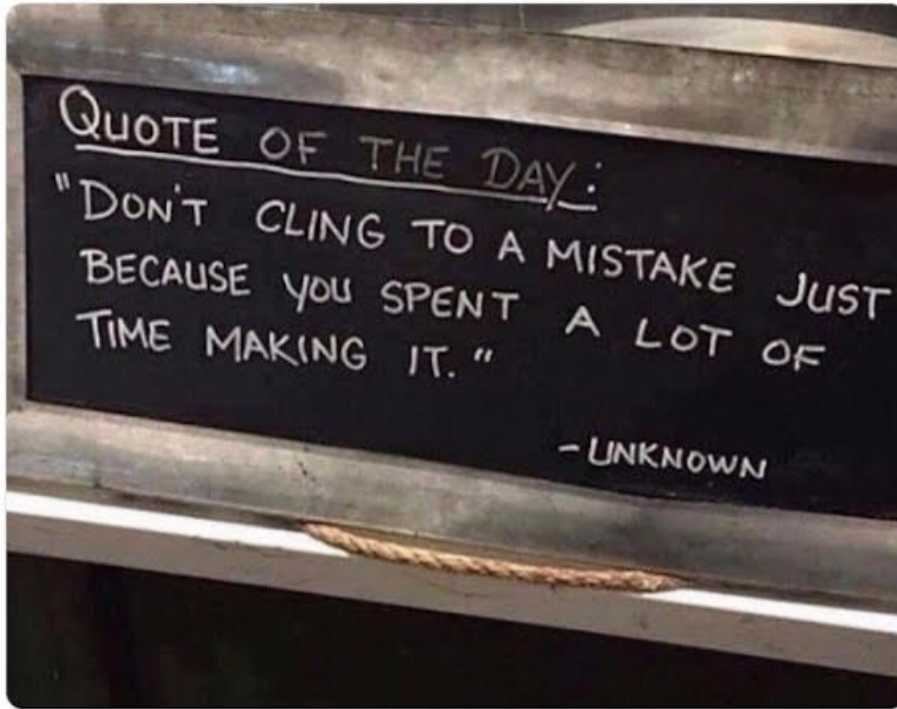
1777, John Hancock - Due to a prolonged illness John Hancock resigns his position as president of the Continental Congress. Hancock was the first member of the Continental Congress to sign the Declaration of Independence and is perhaps best known for his bold signature on the ground-breaking document. First elected to the Continental Congress in 1774 as a delegate from Massachusetts, Hancock became its



Howard Getson
@hgetson

Following

The sunk-cost fallacy is an important economic/accounting metric with real life impact.



6:00 PM - 19 Feb 2018

president upon the resignation of Peyton Randolph in May 1775. During his tenure as president, Hancock presided over some of the most historic moments of the American Revolution, culminating in the signing of the Declaration of Independence in July 1776. After resigning his position as president, Hancock returned to his home state of Massachusetts, where he continued his work in public service. After helping to establish the state's first constitution, Hancock was elected first governor of the commonwealth of Massachusetts in 1780 and served for five years. He declined to run for reelection in 1785, but returned after a two-year absence and was elected governor for a second time in 1787. He held the position until his death in 1793. Hancock will forever be remembered for his bold and defiant signature on the Declaration of Independence, but "bold" and "defiant" could also describe the way he lived. The wealthiest colonist in New England, Hancock risked losing everything he had for the cause of American independence. Nothing better exemplifies Hancock's defiance than the first words he spoke after signing the Declaration of Independence. In response to the bounty the British had placed on the heads of prominent revolutionary leaders, Hancock replied, "The British ministry can read that name without spectacles; let them double their reward."



1915, Jane Addams -
Leading American social activist, Jane Addams writes to United States President

Woodrow Wilson, warning him of the potential dangers of readying the country to enter the First World War. When World War I broke out in the summer of 1914, President Wilson accurately reflected the isolationist view of the majority of Americans when he called the war a cause "with which we have nothing to do, whose causes cannot touch us." In the wake of the German sinking of the British passenger ship Lusitania in May 1915—which left 1,201 people dead, including 128 Americans—public opinion, along with U.S. governmental policy, began to turn ever more steadily towards entrance into the war against the Central Powers. Before the end of that year, Wilson had issued a call to improve U.S. military preparedness, including a spike in the production of armaments and a twofold increase in the size of the army. Addams, the celebrated founder of Hull House, a social settlement that served as a welfare agency for needy families in Chicago, had also become a leading international voice for peace and the chairwoman of the Women's Peace Party. In April 1915, she attended the International Congress of Women at The Hague in the Netherlands, an assemblage of women from around the world, including the belligerent nations, who advocated a non-violent method of conflict resolution. Disturbed by Wilson's call for increased military preparedness, Addams wrote to the president on October 29 of that year in the name of

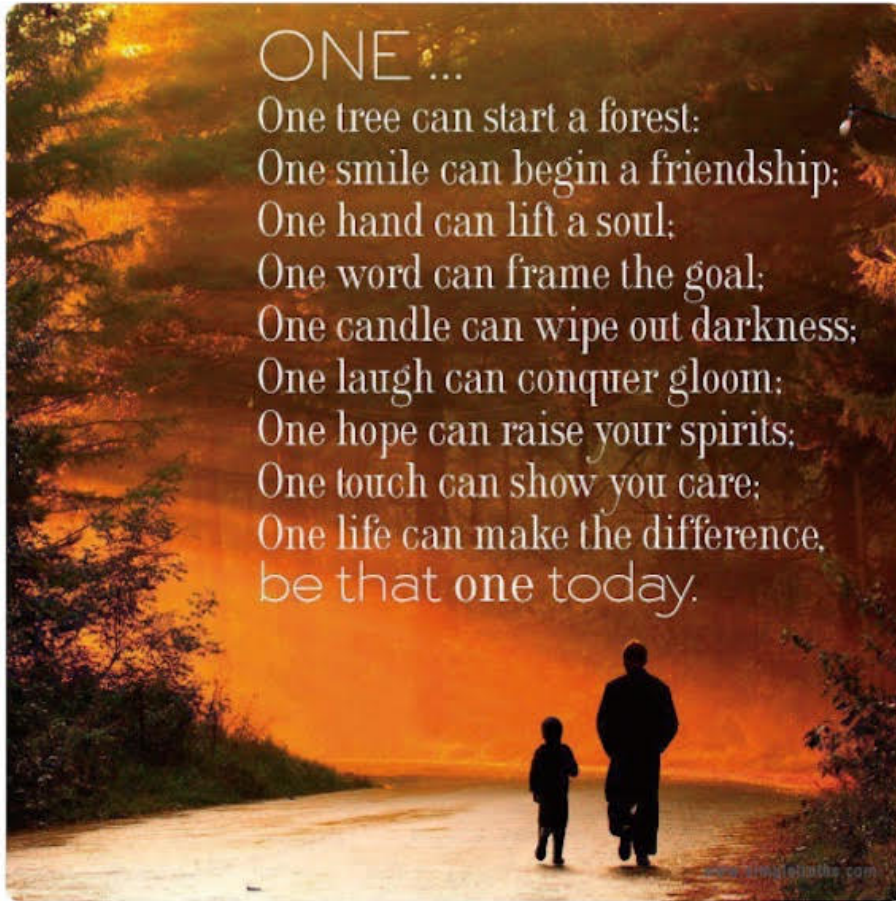


ActionComplete
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Following

Be that ONE today!

#quotes #inspiration #leadership



11:00 PM - 12 Oct 2018

the Women's Peace Party. Above all, Addams expressed concern that the rich, powerful U.S. was setting an example for other, poorer nations, who would feel compelled to increase their own preparedness and move the world ever further from the ideal of peace and international cooperation. "At this crisis of the world, to establish a 'citizen soldiery' and enormously to increase our fighting equipment would inevitably make all other nations fear instead of trust us," Adams argued. "It has been the proud hope of American citizens who love their kind, a hope nobly expressed in some of your own messages, that to the United States might be granted the unique privilege not only of helping the war-worn world to a lasting peace, but of aiding toward a gradual and proportional lessening of that vast burden of armament which has crushed to poverty the people of the old world." Wilson assured Addams at the time that he had no intention of leading the U.S. into war; he was in fact re-elected that November on the slogan "He Kept Us Out of War." By the following spring, however, events—including continued German aggression at sea and an intercepted telegram from the German foreign office proposing an alliance between Germany and Mexico in the case of war with the U.S.—had seemingly conspired to change his mind and to turn the tide of American public opinion more fully toward intervention against the Central Powers. On April 2, 1917, Wilson delivered his war message to Congress; the U.S. formally entered World War I four days later. Addams continued her work with the Women's Peace Party, which in 1919 became the Women's International League for Peace and Freedom (WILPF). As the WILPF's first president, she served until 1929; she also assisted Herbert Hoover, head of the American Relief Administration, with that organization's efforts to provide food supplies for millions in poverty-stricken post-war Europe. Awarded the Nobel Peace Prize in 1931, Addams died four years later; her funeral was held in the courtyard of Hull House.



1947, Richard Dreyfuss -

Rising to fame in Hollywood in the 1970s with starring roles in such movies as American Graffiti, Jaws, Close Encounters of the Third Kind and The Goodbye Girl, Richard Dreyfuss is born in Brooklyn, New York. Dreyfuss, who registered as a conscientious objector to the Vietnam War and worked at a hospital instead of joining the military, began his acting career in the 1960s, working in theater and television. His first big movie role was in 1973's American Graffiti, directed by George Lucas (who four years later would have a massive hit with Star Wars). American Graffiti told the story of two young men (Dreyfuss and Ron Howard) who spend a final night cruising around their California town with their buddies before they are both scheduled to leave for college the next morning. In 1974, Dreyfuss played the title role in The

neuro mining

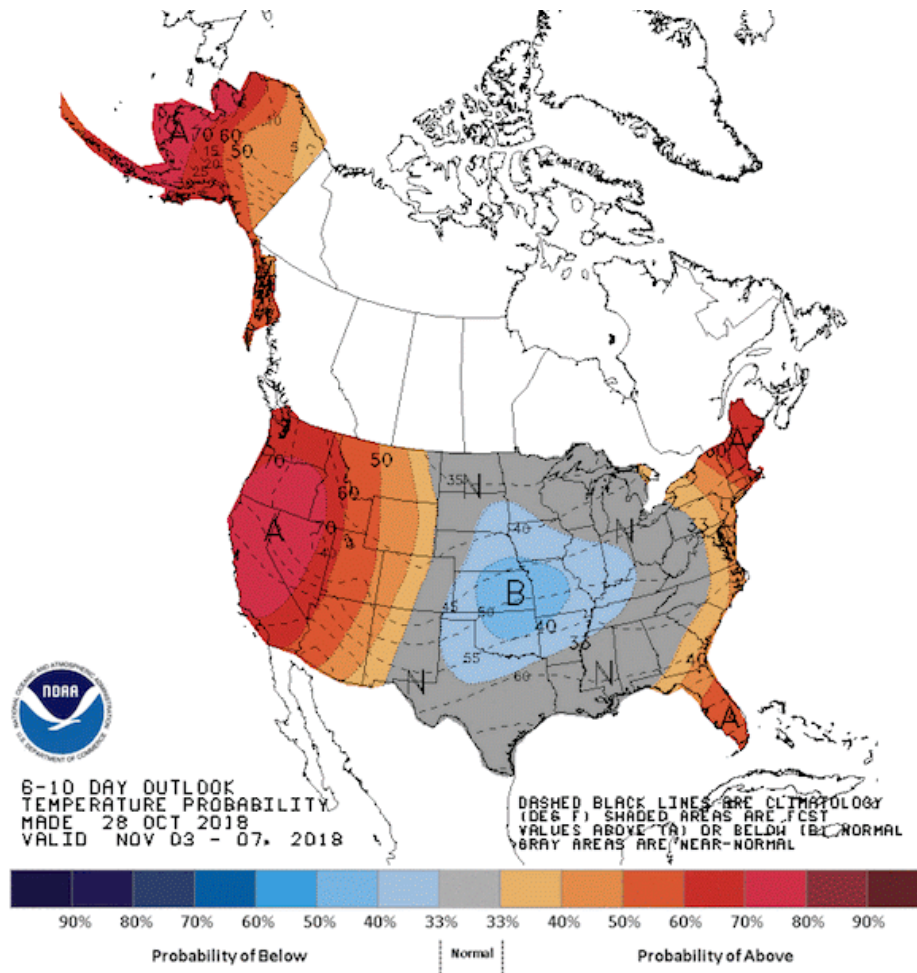


As we age, it gets harder and harder to create new neural pathways in the brain. It's the reason kids find it so easy to learn new things, but as adults it often gets more difficult. Doing brain teasers and solving riddles can be an important part of keeping our brain healthy. The more connections we 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:

How do you fix a jack-o-lantern?

Weather over the weekend saw many areas of the country -- from California to the central and southern Plains -- experience dry conditions. Warmth, currently confined to the western half of the country will gradually expand eastward into the Mississippi Valley this week. Dry conditions across the Plains have been nearly ideal for harvest activities and winter wheat planting, emergence, and establishment. The 6 to 10-day outlook is calling for below normal temperature in most areas from the Rockies to the Mississippi Valley while warmer than normal weather will prevail in the East and Far West. Meanwhile near to below normal precipitation in California, the Great Basin, and the Desert Southwest will contrast with wetter than normal weather across the remainder of the country.



Apprenticeship of Duddy Kravitz, about a poor Jewish boy growing up in Montreal who becomes obsessed with owning his own land. In 1975, Dreyfuss co-starred with Roy Scheider and Robert Shaw in the director Steven Spielberg's breakthrough film, *Jaws*, about a killer shark that terrorizes a beach community. *Jaws*, in which Dreyfuss played the marine biologist Matt Hooper, was the first movie to gross more than \$100 million. Dreyfuss went on to star in Spielberg's next blockbuster, 1977's *Close Encounters of the Third Kind*, in which he portrayed a man contacted by aliens. That same year, Dreyfuss starred in the director Herbert Ross's *The Goodbye Girl*, which was based on a Neil Simon screenplay about a struggling actor who unexpectedly ends up sharing an apartment with a woman and her young daughter. *The Goodbye Girl* was nominated for five Academy Awards, including Best Picture, and Dreyfuss won the Best Actor Oscar. In the early 1980s, the unconventionally handsome actor's acting career cooled amidst a drug arrest and several box-office disappointments. However, in 1986 he co-starred with Nick Nolte and Bette Midler in the well-received comedy *Down and Out in Beverly Hills* and in the director Rob Reiner's hit *Stand by Me*. In 1988, he teamed with Danny DeVito in the writer-director Barry Levinson's *Tin Men*, about two aluminum-siding salesmen. During the 1990s, Dreyfuss was featured in such movies as *Postcards from the Edge* (1990), with Meryl Streep and Shirley MacLaine; *What About Bob?* (1991), with Bill Murray; *Another Stakeout* (1993), with Emilio Estevez and Rosie O'Donnell; and *Mr. Holland's Opus* (1995), which earned him a Best Actor Oscar nomination for his performance as a high school music teacher. In 2001, Dreyfuss played Alexander Haig, the U.S. secretary of state under President Ronald Reagan, in the TV movie *The Day Reagan was Shot*. Also that year, he starred as a college professor in the TV series *The Education of Max Bickford*, which was canceled in 2002. In 2006, he was part of the ensemble cast of *Poseidon*, a remake of the 1972 disaster movie *The Poseidon Adventure*. More recently, in 2008, Dreyfuss played Vice President Dick Cheney in writer-director Oliver Stone's *W.*, about President George W. Bush.

Upcoming Events

Mon. 10/29 - Crop Progress

Wed. 10/31 - Halloween

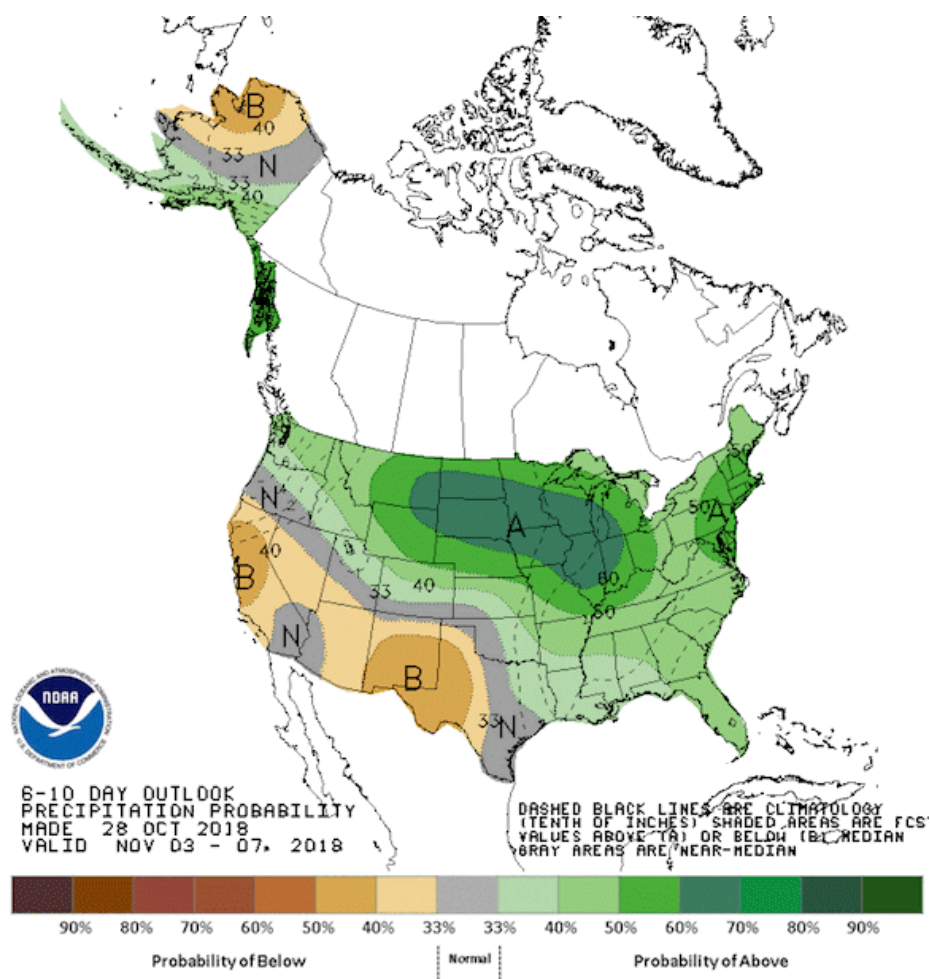
Thur. 11/1 - Export Sales

Fri. 11/2 - Monthly Unemployment

Sun. 11/4 - Daylight Savings Time Ends (turn clocks back and gain an hour)

Mon. 11/5 - Crop Progress

Tues. 11/6 - Midterm Election



Corn prices continue to trade in a range as traders argue and debate U.S. yields and if growth in demand can stay this strong. Competition from South America and Ukraine continue to keep U.S. exports debatable. As I mentioned the past couple of weeks, Ukraine is in the midst of harvesting record yields. At the same time, we have significantly increased production estimates for South American production in 2019. Last year Argentina produced 32 MMTs, this year they are forecast to produce 41 MMTs. Last year Brazil produced 82 MMTs, this year they are forecast to produce 94.5 MMTs. There's also talk that with Brazil's early start to planting and cooperative weather we could see a sizable jump in second-crop corn acres. It's still early, so that's a difficult argument to make, but it's certainly a bearish card that has been added to the deck. Bottom-line, all of this talk of potential increasing global production from our competitors is allowing the bears to question or trim a bit of anticipated U.S. export demand. Bulls are hoping the strong delays in the U.S. harvest and late complications with weather will force the USDA to further trim their yield and production forecast, ultimately tightening the U.S. balance sheet, and helping to keep prices supported. As a producer, I've been seeing some improvements in "basis" that I believe are worth taking advantage. My concern is that any old-crop rally in flat price will simply bring about a reduction or widening of the current basis. Meaning, if prices rally a dime on the board, then they probably weaken the basis back out. Net-net, basically no gain on the bottom-line. If this happens to be the case, it makes our upside fairly limited, with downside risk still in play. Hence, the reason I like building a floor and locking in an improved local basis. As a spec, I remain patient nearby, thinking we could see another leg lower, which would give me a better opportunity to start building a longer-term bullish position. I remain in no hurry to execute and do not want to chase this market higher. The USDA will be out after the close with their weekly crop progress report. Most are looking for the corn harvest to be around 65% complete, whereas traditionally this time of the year we seem closer to 70% complete.

Wed.-Thur. 11/7-11/8 - FOMC Meeting

Thur. 11/8 - Export Sales, USDA Supply and Demand, Crop Production

Mon. 11/12 - Veterans Day; US Markets Open

Tues. 11/13 - Crop Progress

Thur. 11/15 - NOPA Crush

Fri. 11/16 - Export Sales

Mon. 11/19 - Crop Progress, Milk Production

Wed. 11/21 - Cattle on Feed, Cold Storage

Thur. 11/22 - Thanksgiving; US Markets Closed

Fri. 11/23 - Export Sales, Black Friday

Mon. 11/26 - Last Crop Progress, Cyber Monday

Wed.-Thur. 11/28-11/29 - 2018 Van Trump Conference

Thur. 12/6 - Export Sales

Fri. 12/7 - Monthly Unemployment

Tues. 12/11 - USDA Supply and Demand, Crop Production

Thur. 12/13 - Export Sales

Mon. 12/17 - NOPA Crush

Thur. 12/20 - Export Sales

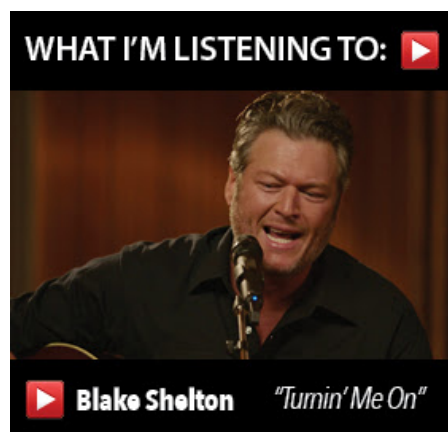
Fri. 12/21 - Quarterly Cold Storage, Hogs and Pigs, Monthly Cattle on Feed, Personal Income

Mon. 12/24 - Christmas Eve; Market Closes at Noon CST

Tues. 12/25 - Christmas Day; US Markets Closed

Fri. 12/28 - Export Sales

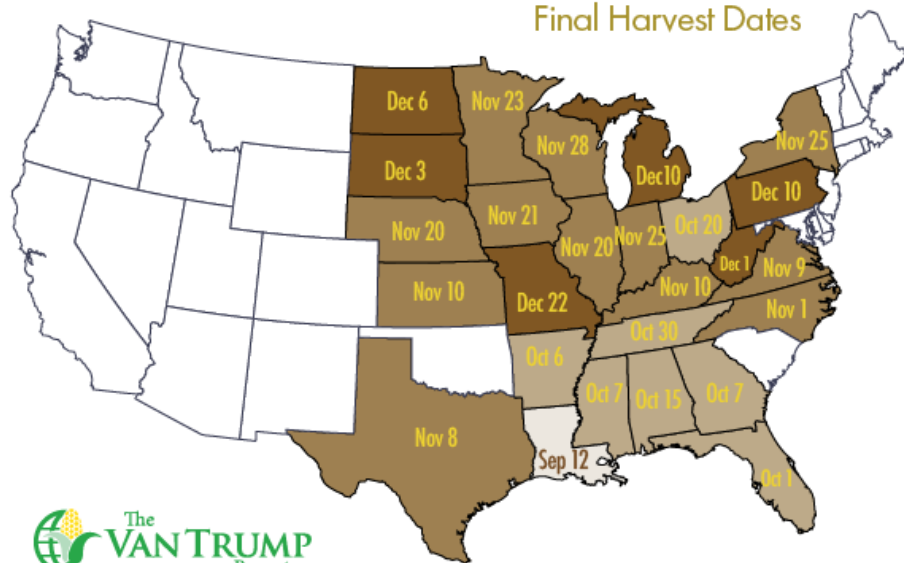
Kevin's Song of the Week



Kevin's Song of the Week

U.S. CORN HARVEST DATES

Final Harvest Dates



Source: USDA, NASS - Usual Planting and Harvesting Dates Report

States	Begin Date	Most Active	End Date	States	Begin Date	Most Active	End Date
Alabama	Aug 2	Aug 11 - Sep 20	Oct 15	North Carolina	Aug 25	Sep 10 - Oct 10	Nov 1
Arkansas	Aug 16	Aug 23 - Sep 23	Oct 6	North Dakota	Sep 28	Oct 8 - Nov 19	Dec 6
Florida	Jul 15	Aug 1 - Sept 10	Oct 1	Ohio	Aug 20	Aug 29 - Oct 9	Oct 20
Georgia	Aug 6	Aug 16 - Sep 22	Oct 7	Okla.	Aug 20	Aug 29 - Oct 9	Oct 20
Illinois	Sep 14	Sep 23 - Nov 5	Nov 20	Penn.	Sep 25	Oct 15 - Nov 20	Dec 10
Indiana	Sep 15	Oct 1 - Nov 10	Nov 25	South Carolina	Jul 25	Aug 20 - Sep 25	Oct 10
Iowa	Sep 21	Oct 5 - Nov 9	Nov 21	South Dakota	Sep 24	Oct 6 - Nov 16	Dec 3
Kansas	Sep 1	Sep 10 - Oct 25	Nov 10	Tenn.	Aug 25	Sep 1 - Oct 10	Oct 30
Kentucky	Sep 1	Sep 9 - Oct 24	Nov 10	Texas	Jul 18	Aug 1 - Oct 11	Nov 8
Louisiana	Jul 31	Aug 9 - Sep 5	Sep 12	Virginia	Aug 31	Sep 6 - Oct 28	Nov 9
Michigan	Sep 5	Oct 10 - Nov 25	Dec 10	West Virginia	Sep 15	Sep 30 - Nov 20	Dec 1
Minn.	Sep 27	Oct 8 - Nov 8	Nov 23	Wisconsin	Oct 2	Oct 14 - Nov 17	Nov 28
Miss.	Aug 11	Aug 23 - Sep 23	Oct 7				
Missouri	Aug 29	Sep 8 - Nov 3	Dec 22				
Nebraska	Sep 18	Oct 4 - Nov 10	Nov 20				
New York	Oct 7	Oct 14 - Nov 14	Nov 25				

2018 Fall Harvest Price: Corn \$3.69^2

Soybean yields and late-harvested fields continue to be the big debate. Bulls argue there are still a lot of soybeans out in the U.S. fields and there's clearly a yield drag in play. There's starting to be more talk that the USDA will need to reverse their latest yield estimate. In the October report, the USDA bumped their yield estimate from 52.8 to 53.1 bushels per acre. Talk now is the estimate will need to be lowered in the next couple of reports as weather has thrown a few late-inning curve balls at a few producers in larger production areas. On the flip side, bears continue to point towards ongoing trade complications, a strong U.S. dollar and suspect global economic growth outlook. Adding additional headwind is the fact, South America is receiving very cooperative weather. The USDA is already forecasting the South American crop at +20 MMT's over last year. I should also note, Brazil elected a new president yesterday. It was the 63-year-old, far-right, former army captain, Jair Bolsonaro, coming out victorious. From my perspective, the extreme swing in overall political direction now creates huge uncertainty inside Brazil? I know many are saying Bolsonaro is the farmers choice and will ultimately make Brazil even more competitive with the U.S., but I'm not sure I'm entirely on that same page. It sounds good in theory and on paper, but I think the verdict is still out on how the people of Brazil accept radical change and shifts in policy to the right? I see it as more potential for bullish headlines and increased volatility. Which means perhaps better windows of opportunity to price bushels. Bears are also pointing to ongoing complications and concerns surrounding African Swine Fever and its spreading inside China. This is clearly a bearish "wild-card" that needs to be closely

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

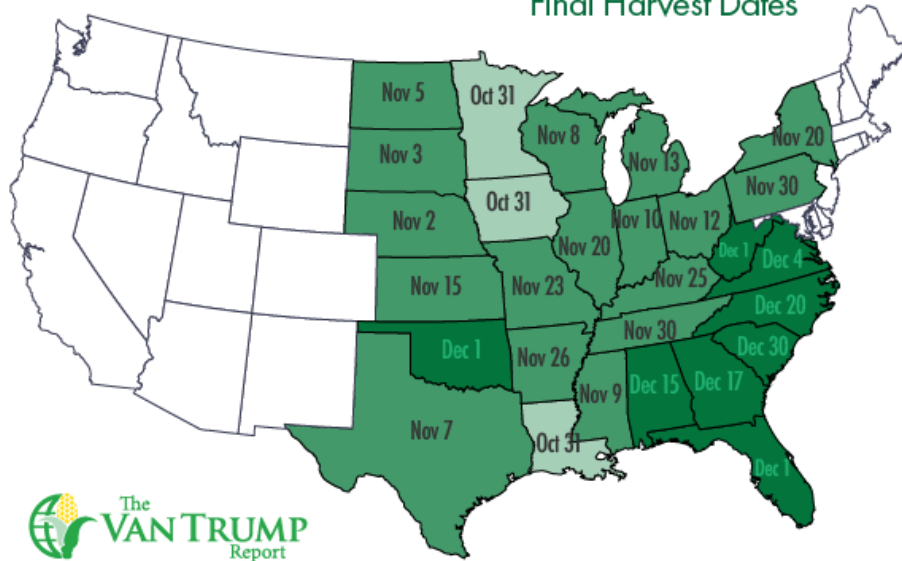
monitored. I've heard nothing fresh or new over the weekend in regard to Chinese trade negotiations. As a producer, I'm hearing the Mitigation Payments here in the U.S. are starting to show up for the first +82.5 cents per bushel. I'm also hearing that the second half of the payments will more than likely be executed and put into play prior to year end. Unfortunately, I've heard there are no Mitigation Payments or soybean subsidies in play or being proposed for 2019. This makes 2019 prices extremely important. For what it's worth, NOV19 soybean prices are currently trading around \$9.10 per bushel. Any rallies back towards \$9.40 to \$9.50 and I will be looking to reduce some additional new-crop price risk. Most looking for the USDA to show the U.S. harvest at near 70% complete vs. 53% last week. Traditionally, it seems we are closer to 80% complete by this date.

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**

U.S. SOYBEAN HARVEST DATES

Final Harvest Dates



Source: USDA, NASS - Usual Planting and Harvesting Dates Report

States	Begin Date	Most Active	End Date	States	Begin Date	Most Active	End Date
Alabama	Sep 3	Oct 28 - Nov 28	Dec 15	North Carolina	Oct 10	Nov 10 - Dec 5	Dec 20
Arkansas	Sep 10	Sep 29 - Nov 13	Nov 26	North Dakota	Sep 17	Sep 24 - Oct 21	Nov 5
Florida	Oct 1	Oct 15 - Nov 25	Dec 1	Ohio	Sep 23	Sep 30 - Oct 31	Nov 12
Georgia	Oct 11	Oct 25 - Dec 8	Dec 17	Okla.	Sep 9	Sep 22 - Nov 20	Dec 1
Illinois	Sep 19	Sep 26 - Oct 26	Nov 20	Penn.	Oct 5	Oct 20 - Nov 10	Nov 30
Indiana	Sep 20	Oct 1 - Nov 1	Nov 10	South Carolina	Oct 20	Nov 10 - Dec 10	Dec 30
Iowa	Sep 21	Sep 28 - Oct 20	Oct 31	South Dakota	Sep 22	Sep 28 - Oct 24	Nov 3
Kansas	Sep 20	Oct 1 - Nov 1	Nov 15	Tenn.	Sep 25	Oct 5 - Nov 20	Nov 30
Kentucky	Sep 25	Oct 10 - Nov 14	Nov 25	Texas	Aug 18	Aug 22 - Oct 17	Nov 7
Louisiana	Aug 28	Sep 3 - Oct 25	Oct 31	Virginia	Oct 4	Oct 16 - Nov 28	Dec 4
Michigan	Sep 25	Oct 3 - Nov 3	Nov 13	West Virginia	Sep 25	Oct 5 - Nov 30	Dec 1
Minn.	Sep 20	Sep 27 - Oct 20	Oct 31	Wisconsin	Sep 29	Oct 4 - Oct 29	Nov 8
Miss.	Sep 10	Sep 13 - Oct 31	Nov 9				
Missouri	Sep 25	Oct 3 - Nov 8	Nov 23				
Nebraska	Sep 23	Sep 29 - Oct 24	Nov 2				
New York	Sep 27	Oct 7 - Nov 14	Nov 20				

2018 Fall Harvest Price: Soybeans \$8.67^{^6}

Wheat bulls are excited about headlines showing Egypt purchasing one cargo of U.S. SRW wheat. Traders however, continue to debate overall demand. Bears point to ongoing competition from Russia, the Black Sea region, parts of the Europe Union, as well as Argentina as a significant headwind. There's also an ongoing bearish macro cloud overhanging the market with continued strength in the U.S. dollar, uncertainty regarding global growth, ongoing trade negotiations, etc... It's just tough to maintain any significant bullish traction in this current environment, especially when there's more talk floating around inside the trade about an expanding U.S. balance sheet, i.e. increasing number of HRW wheat acres being planted. Technically, the market seems to

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..."

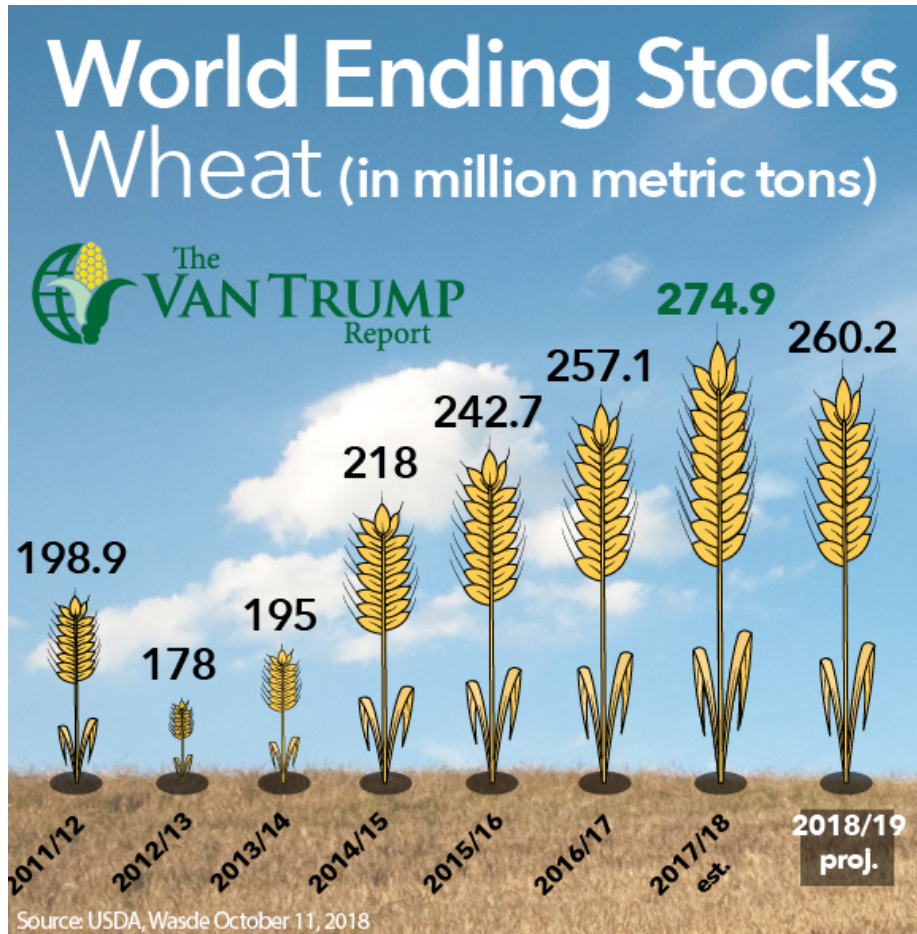
"The markets ability to remain irrational can often times last much longer than your ability to remain solvent..."

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.

be nearing major support, which could help limit downside exposure. As both a producer and a spec, I remain a longer-term bull, but continue to worry about the overall timing of the market. It just feels like the bullish fundamentalist is once again at the party way too early. Meaning, it's going to take more time for a story to develop that can build on momentum and turn the funds. There's just still too much competition in the global marketplace, especially from a logistics standpoint, and too much bearish uncertainty surrounding global growth. I continue to hold a very small bullish spec position, looking to add on a further break in price. As a producer, I pre-sold a lot of our estimated 2019 production on the larger early rallies. I now have a targeted sales window nearer the end of 2018 through the first quarter of 2019. I continue to keep an eye on increasingly dry conditions spreading across important production areas inside Europe, and ongoing talk and rumors that Russian wheat exports will soon be slowing. I'm extremely curious to see if we can maintain upside momentum once the weaker shorts are out of the marketplace and done covering?



> **Keep the Ethanol Coming:** *United States ethanol industry is set to see three new plants come online over the next year, adding a combined annual production of 270 million gallons to the nation's already ballooning ethanol oversupply. The industry has been plagued by overproduction and low demand since 2015. Over the past 5 years, ethanol production has increased by 10.5 percent, rising from 14.3 billion gallons in 2014 to 15.8 billion gallons in 2017. This is despite the fact that only one new ethanol plant began production in the years between 2015 and 2018. (Source: Oilprice.com)*

> **Is China Getting Worried Over Relationship With Jair Bolsonaro?** *Chinese officials are trying to warm up to Brazil's new president, Jair Bolsonaro, as he continues to bash China calling them a "predator looking to dominate key sectors of its economy. From what I'm told two-way trade between China and Brazil stood at \$75 billion last year. It's worth noting that China has invested \$124 billion in Brazil since 2003, mostly in the oil, mining and energy sectors. China is eager to bankroll railway, port and other infrastructure projects here to speed the movement of its Brazilian grain.*

Farm Direction
RECIPES
★ **FAMILY FAVORITES** ★
-SENT IN BY OUR READERS-

**Creamy Garlic
Parmesan Brussels
Sprouts w/Bacon**

[CLICK TO SEE RECIPE](#)

> **French Government Places Ban on Metam Sodium:** The French government has ordered a three-month ban on one of Europe's most widely-used pesticides after reports of farm staff and residents falling ill in recent weeks. The move to ban products based on metam sodium followed reports of three cases of "respiratory poisoning" in the Maine-et-Loire department in the past two weeks, and another case of poisoning in the department of Finistère, the ministry of agriculture said in a statement on Friday. Metam sodium, one of the most widely used pesticides in the US and Europe, is considered a "probable human carcinogen" by the US Environmental Protection Agency and is not meant to be applied directly to plants. (Source: Euronews)

> **Australia Plans A \$2.8 Billion Drought Fund:** The Australian government proposed on Friday setting up a U.S. \$2.8 billion fund for water infrastructure and drought-related projects to buffer farming communities from future droughts, as parts of the country endure extreme dry conditions. There is little relief in sight for struggling Australian farmers as the hot and dry conditions are likely to intensify over the next six months. As a result, crop production in eastern Australia is expected to be around half the average over the past 20 years.

> **Trade Wars Hurting Canadian Farmers Also:** The U.S. trade wars have allowed Canada's agriculture industry to pump up sales of soybeans and wheat to China and pork to Mexico. But the same tariff battles are undermining commodity prices and eating into Canadian farmers' profits even while the grab more market share. Canadian soybean and hog farmers are demanding compensation from Ottawa. While the U.S. government has provided its farmers a \$12 billion aid program to limit the damage from lost purchases by China, Canada has provided farmers no support to ease the sting of falling prices in the U.S. which undermine the value of Canadian crops. The key is, Canadian farmers feel that when the U.S. goes down, they go down. (Source: Reuters)

> **Europe Moves To Ban Antibiotics in All Animal Ag:** The European Parliament approved sweeping restrictions on the use of antibiotics in food animal production. The legislation will become law by 2022. This law bans the use of human reserve antibiotics in veterinary medicine and the use of unprescribed animal antimicrobials. Vets will have to provide data on the volume and sales of antimicrobial medicines, and imported foods will need to meet EU standards, particularly on growth enhancement. (Source: Guardian)

> **American Couple on Vacation Stops Theft of Magna Carta:** While on vacation, Matthew Delcambre from Louisiana helped stop a hammer-wielding thief who unsuccessfully tried to steal the Magna Carta at Salisbury Cathedral, in England. I'm told a man tried to shatter the glass encasing the precious manuscript in the church's Chapter House. After Delcambre's wife Alexis tried to raise the alarm to others, Delcambre and other bystanders banded together to try to hold the thief back behind the doors of the Chapter House. Salisbury Cathedral's Magna Carta is one of four existing specimens of the 1215 charter that established the principle that the king is subject to the law. (Source: APnews)

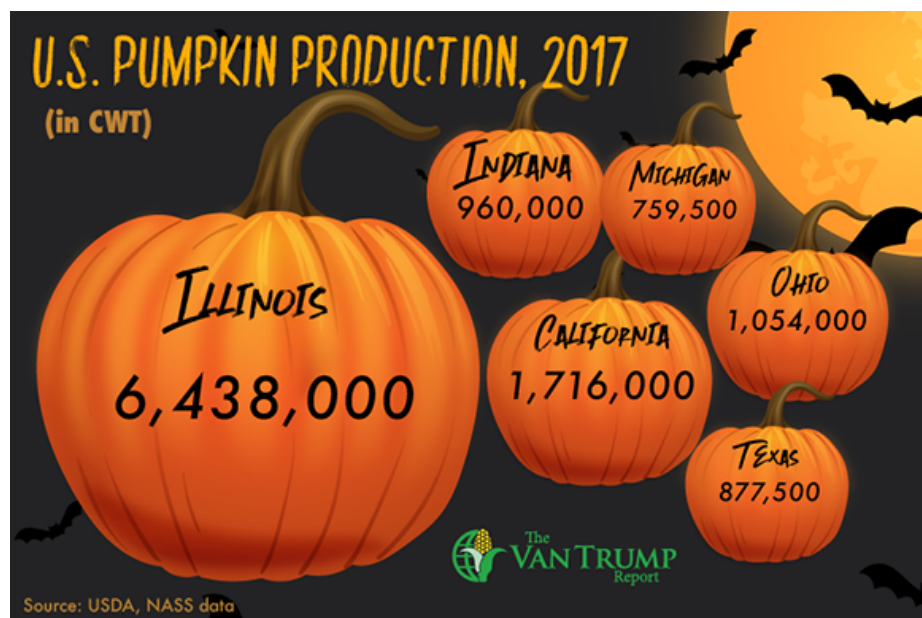
> **IBM Buys Red Hat For \$33 Billion:** International Business Machines is acquiring Red Hat, a software-and-services company, for about \$33 billion. The deal, IBM's biggest acquisition ever, is meant to boost a cloud-computing business central to Chief Executive Ginni Rometty's effort to revive the tech giant. (Source: Wall Street Journal)

> **Some Grads Choosing to Flee Country to Avoid Student Debt:** Outstanding student debt in the U.S. has tripled over the last decade and is projected to swell to \$2 trillion by 2022. Some graduates are now feeling no way out but to leave the debt and their country behind them. Average debt at graduation is currently around \$30,000, up from an inflation-adjusted \$16,000 in the early 1990s. Meanwhile, salaries for new bachelor degree recipients, also accounting for inflation, have remained almost flat over the last few decades. Half of the student loan borrowers haven't paid even \$1 toward their debt's principal five years into repayment, according to the U.S. Department of Education. I'm told, forty percent of student loan borrowers are expected to default by 2023, according to the Brookings Institution.

> **Game 3 of World Series is Longest in History:** Game 3 of the 2018 World Series between the Dodgers and Red Sox became the longest Fall Classic contest ever. The Dodgers were down to their last out in the 13th inning when Yasiel Puig dribbled one up the middle to second baseman Ian Kinsler, who misfired to first base and allowed Max Muncy to score the tying run. Finally ending on a walk-off homer from Muncy at seven hours and 20 minutes, Friday night's game surpassed the all-time record for a World Series game in length of time, which was previously set at five hours and 41 minutes during the 2005 Game 3 contest between the White Sox and Astros. This year's Game 3 also surpassed the record in terms of the largest number of innings played in a World Series matchup with 18. The previous mark was set in 1916, 2005 and 2015 at 14 innings.

> **Illinois Is By Far the Largest Producer of Pumpkins in the U.S.:** With Halloween right around the corner, many Americans will have spent time searching for the perfect pumpkins for their jack-o'-lanterns. While all states in the U.S. produce some amount of pumpkins, the USDA reports that just six States produce about 50% of all pumpkin acres with Illinois being the top producer. While Illinois is known for its corn

and beans, it has consistently been the Nation's large pumpkin producer. Almost 80% of the pumpkins produced in Illinois are processed for pie filling or other uses. In 2017, Illinois remains the largest producer, harvesting about 3 - 5 times as many pumpkin acres as any of the other top States.



Southwest Iowa - Due to wet conditions and rains we are just starting on our beans. It appears our test weights are low so we have no idea of what our yields will be. I didn't have any damage from the weather conditions or pests this year but I sure did from the natural gas company moving lines. We have had issues with them after they installed a cheap metal weir and our creek levels rose 8 feet. Water management issues in our area are one of the reasons I stepped aside a few years ago. Now I rent out acres to the next generation and let them deal with it. Nowadays, we find ourselves putting in more tile at a shallower depth and closer together. We have very decent ground and will stick with our normal rotation like most of the acres in our area. Wishing we sold a few more bushels but we will just store what we can until things get better.

Northern Illinois - We just wrapped up soybean harvest on Friday. Luckily as it rained most of the weekend. I would say we got somewhere around an inch or a little less but it rained and drizzled all weekend. We are tickled with our soybean yield even after all the rain delays and mud we fought through. As an entire farm we made 79 bushels per acre which is 12 bushels better than our previous record. The soybeans stayed in the pods surprisingly well, we thought we would see shatter once the weather dried out but none. We have been jumping back and forth on corn as we hit wet beans so I think we should average 230-250 bushel per acre on corn. We haven't harvested any of our better corn yet but our best field to date is 224. Unless we get the rain on Tuesday they are calling for I think we should be back out there Wednesday at the latest or Saturday if we get the rain...

Southcentral Minnesota - We got hit with another 2-4 inches of rain that came over several days. It really wasn't anything heavy but it was constant light rain nearly all weekend and when it wasn't raining it was heavily misting. The weather was calling for a slight chance of rain so we were hopeful we could keep harvesting into this week but we have at least 4-5 days of drying minimum because of temperatures are going to stay just above 40 degrees with cloud cover. At this point, we are probably looking at a good hard freeze before we can get out there and get our last half of corn. We are going to have our insurance guy check out the soybeans because they are looking ugly in areas and we are fairly certain the elevator isn't even going to take them. I would say we are close to average on soybeans on yield and corn is about 10% better than our APH.

CROSSING WIRES

A place to share intelligent thoughts...

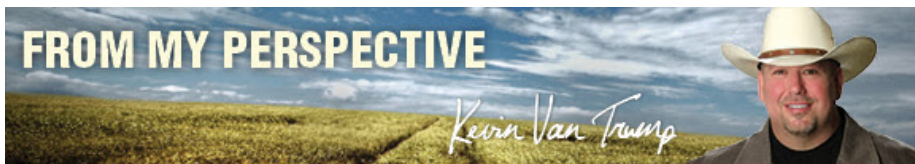
Researchers Feel Pinch From EU Gene Editing Policy: *Three months after the European Union's top court gave gene-edited crops the same stringent legal status as genetically modified (GM) organisms, researchers across the world are starting to feel the pinch. And some are becoming increasingly vocal in their opposition to the ruling. The ruling by the European Court of Justice (ECJ) imposes extensive risk evaluations before gene-edited organisms can be planted or sold as crops. Meanwhile, a Belgian start-up that planned to use CRISPR technology to help Africa's banana industry says it lost its financing. And a company in Brazil says it has put millions of dollars' worth of gene-editing projects focused on soya beans on hold because its major market is in Europe. On 24 October, 170 European scientists from 75 research centers in more than a dozen countries released a position paper urging that the law should change in the short term so that crops with small DNA adaptations made through gene editing would follow the regulations for varieties produced through conventional methods such as selective breeding, not GM organisms. Read more [HERE](#) on where this issue may be headed.*

Revolutionary Stem Cell Transplant Gives Man his Legs Back: *A man from Gloucester, England, can walk and dance for the first time in 10 years after receiving a revolutionary stem cell transplant for his multiple sclerosis, CBS News reported last week. Roy Palmer, a 49-year old man who relied on a wheelchair, opted to undergo the treatment known as hematopoietic stem cell transplantation (HSCT), after watching a BBC program that showed the results of the treatment. Keep in mind, Multiple sclerosis is a disorder where the bodily systems that are supposed to keep people healthy mistakenly attack the protective covering of nerves. This results in damage to the communication between the spinal cord and brain. Palmer reportedly regained feeling in his legs, two days after receiving the treatment. Read more [HERE](#).*

To Make All Decisions Easier... Ask Yourself This One Question: *The British rowing team had not won a gold medal since 1912. By all measures, they didn't have a good rowing program. Then something changed. In anticipation of the 2000 Sydney Olympics, the team developed a useful strategy that changed everything. They went from being an average rowing team to winning Olympic Gold. Within their one strategy is embedded several key principles that are essential to epic success. Additionally, within their strategy is a plethora of scientific backing in performance psychology. From what I understand, they developed a one-question response to EVERY SINGLE DECISION they made. This one question allowed them to measure every situation, decision, and obstacle — and to not get derailed where most people do. What was it... click [HERE](#).*

It's Not The Technology But How We Use it That Makes Us Unhappy: *If you want a different outcome, do what you are doing differently. That counts for the use of technology as well. These supercomputers we carry with us are neither good nor bad, it's how we use them that matter. In a world where it's almost impossible to escape from technology, We need to think about our relationship with it in terms of time well spent, rather than time spent. Read more [HERE](#) on how technology should be used for our happiness not make us unhappy.*

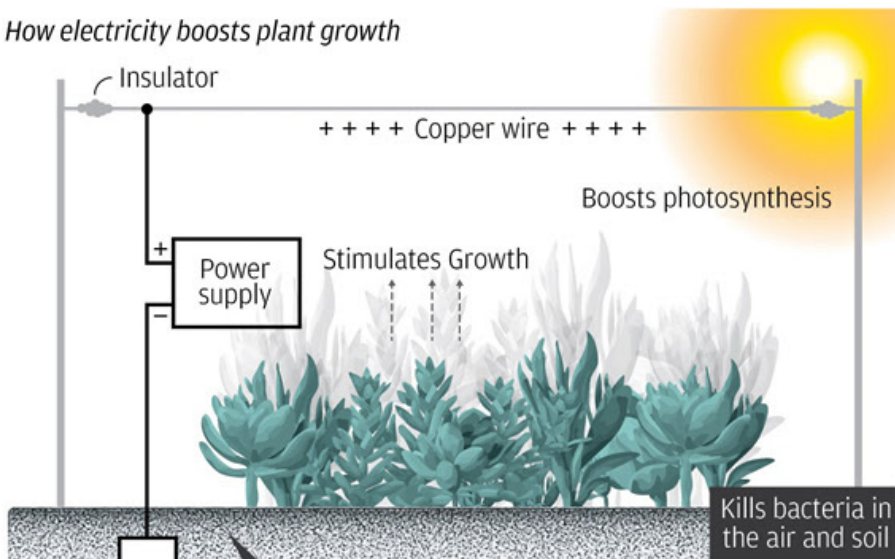
1774 "Rebel" Newspaper Found at Goodwill: *A quick eye by Goodwill workers in southern New Jersey turned up framed pages from an original 1774 Philadelphia newspaper with an iconic "Unite or Die" snake design on the masthead. The frayed Dec. 28, 1774, edition of the "Pennsylvania Journal and the Weekly Advertiser" boasts three items signed by John Hancock, then president of the Provincial Congress, who pleads for the Colonies to fight back "enemies" trying to divide them. Bob Snyder of the New York auction house Cohasco says the "rebel" newspaper shows how "everyone was good and mad" at the British just months before the Revolutionary War began. The masthead design is a variant of the "Join, or Die" political cartoon credited to Benjamin Franklin. Read more [HERE](#).*



Breakthrough Research Shows Benefits of "Electro Culture"

Scientists in China have made a breakthrough discovery using electricity in the production of fruits and vegetables. I'm told results from the world's largest experiment confirm using electricity can not only increase yields, but can do so with a huge reduction the use of chemical pesticides and fertilizers. Experiments by the Chinese Academy of Agricultural Sciences found that vegetable crop yields could be increased by 20 to 30%, while pesticide use can be reduced by 70%-100% along with a reduction in fertilizer use by 20%. Using "electro-culture", which simply is the placing of bare copper wires, set about 10 feet above ground level and stretched end to end under the greenhouse roof, researchers sent quick bursts of positively charged electricity as high as 50,000 volts through the wire. Interestingly, these bursts kill the bacteria and viral plant diseases both in the air and in the soil as well as accelerate vaporization. On top of this, scientists say the introduction of electricity into the plants' immediate environment also speed up metabolic activities like carbon dioxide absorption and photosynthesis. Though it sounds like a dangerous level of electrical current, researchers state the electricity flowing through the wires is only a few millionths of an ampere by volume, lower than a smartphone cable's workload, meaning plants and humans are not affected in the process. It's worth noting that with greenhouses covering more than 9 million acres, producing nearly \$143 billion worth of vegetables each year, the implications of these experiments for China are enormous. Producing more food without putting exponential pressure on resources, or using prohibitively high levels of chemicals is one of the 21st century's guiding principals. In just the last two years, the electrified vegetables had brought in extra revenue of nearly \$175,000 on +8,000 acres. I suspect now that this is out of the lab and on actual acres, we will see adoption explode from those farming indoors. Something to consider...(Source: weforum, scmp.com)

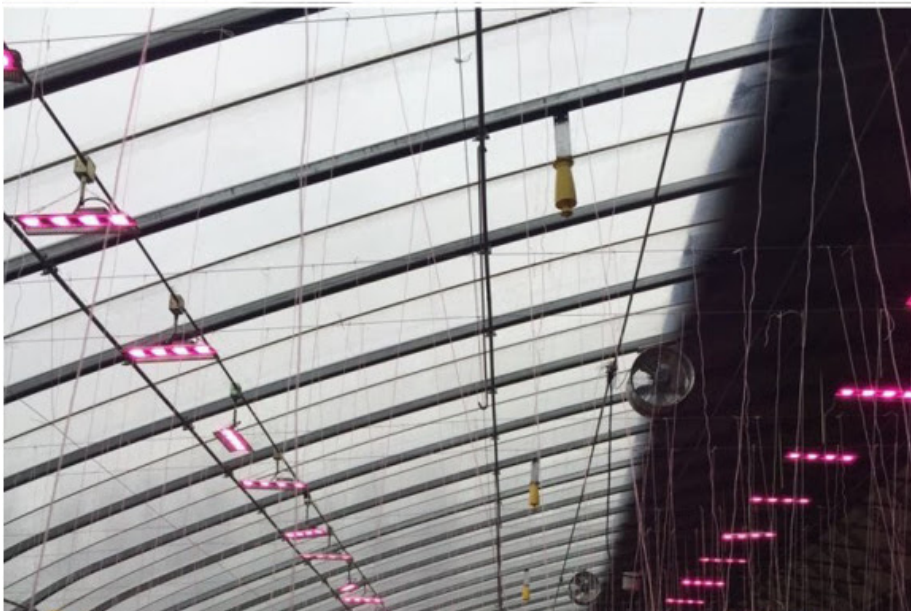
How electricity boosts plant growth





Source: Borderland Sciences

SCMP





Former University of Iowa Instructor's Painting To Sell At Christies For Estimated \$80 Million!

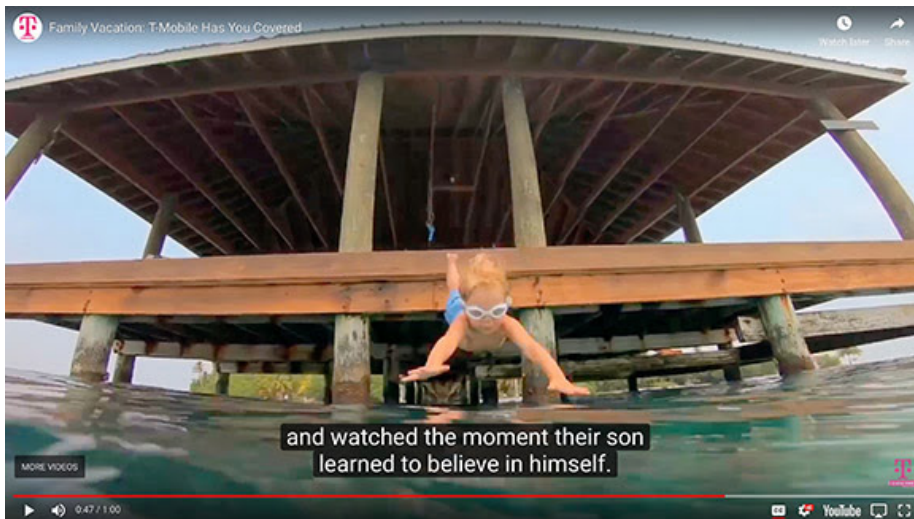
Auction house Christie's in New York will soon auction off what is being called "one of the great masterpieces of the modern era." Portrait of an Artist (Pool with Two Figures) created by David Hockney back in 1972, is expected to fetch a whopping \$80 million come November 15th. What makes this so unique is that Hockney is still alive at 81 years of age, and very few living artists ever have things sell for this type of price tag. This past Spring at Sotheby's, a Hockney piece called "Pacific Coast Highway and Santa Monica," sold for \$28.5 million. From what I understand, the modern masterpiece work up for auction in November comes from billionaire currency trader Joe Lewis, whose collection also boasts names like Picasso, Matisse, Bacon, and Freud. Here's something else that I think is cool... Hockney was born in England in July of 1937. By the early 1960s, he was hearing a lot about America and particularly California, so he decided to move. After meeting many now-famous contemporary artists, in 1964 he went and taught at the University of Iowa. Believe it or not, the University of Iowa School of Art and Art History is a top-10 public art school in the US. And you didn't think I could tie one of the greatest modern-day masterpieces back to the roots of the Midwest...



Believe In Yourself... Why It's So Important

My wife and I use to think, after having children, it was crazy that the hospital sent us home with no instructions or owners manual for being a parent. As we've all learned, there's no absolute single right or wrong way to raise our children. Like politics, we all want to argue our personal perspective and style. There are clearly many paths. In the end however, regardless of how you get there, I believe it's extremely important that they learn to believe in themselves. I've been blessed to meet and become friends with some of the most successful people in the world. I've heard some say it was luck, others say work ethic, background or connections that lead to their fame and success. But almost all go back to one common denominator... they wildly believed in

themselves! Famous social scientist, James Clear, once said, "The biggest difference I've noticed between successful people and unsuccessful people isn't intelligence or opportunity or resources. It's the belief that they can make their goals happen." If you are not truly confident in yourself, you'll break like a twig in the slightest of storms. Once you've lost confidence in yourself, life becomes a downward spiral, often being filled with negative thoughts and visions of the worst case scenario. There's almost no way to convince someone with self-doubt or the wrong mindset that he or she can. Confidence comes from within, somehow, somehow people have to gain that deep belief in themselves. To put yourself on the track to success, you need to understand that your brain always plays against you. It doesn't care about your big goals, the only thing it wants is to keep you alive and safe. Therefore, we experience procrastination, self-doubt, negative thinking, anxiety and so on. The sure-fire way to play into these thoughts is to have a lack of self-confidence. As I've gotten older, I've seen many of my friends lose that swagger and belief in themselves. I've seen life zap it right out of them. I wish I knew an easy answer or a shortcut to building belief in oneself, but I don't have it. I believe the confidence comes from trying and doing new things. Failing and picking yourself back up, time and time again... I tell the kids all the time, "if your looking for easy, you've come to the wrong doorstep. I'm here to be your father and help you believe in yourself." I think building REAL self-confidence is one of our most important objectives we have as a parent! I rarely ever watch television, but my wife had a program on the other night and I just happened to catch a T-Mobile commercial. She wasn't paying any attention, but I had her replay it on DVR. I told her it was our main parenting philosophy in one short video. We watched it a few more times together and I saw a tear run down her face as she smiled... She high-fived me and said, "we did it right, we made it tough on them, and in the process taught our kids to have self-confidence and to believe in themselves." Click [HERE](#) to see the short video.

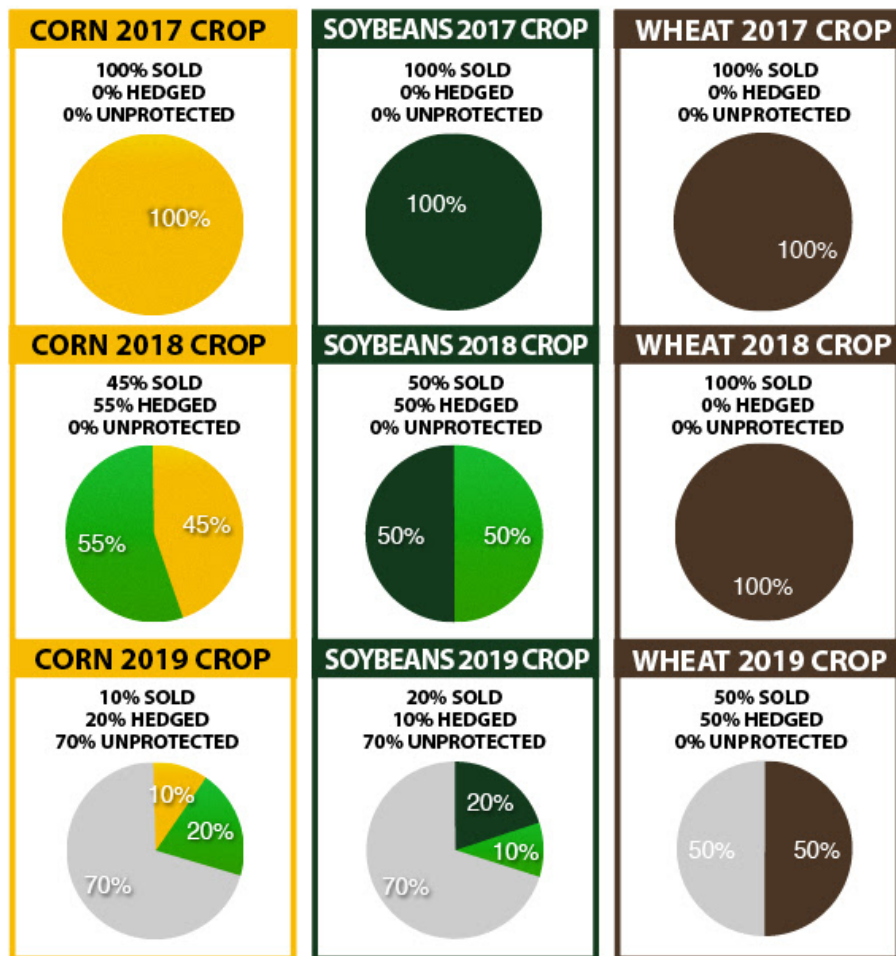


ANSWER to riddle:

With a pumpkin patch.

CASH SALES & HEDGING TOTALS

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