

GOOD MORNING: 11/27/18 Farm Direction - Van Trump Report

1 message

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Tue, Nov 27, 2018 at 7:47 AM









"Do not pray for an easy life, pray for the strength to endure a difficult one." - **Bruce Lee**

TUESDAY, NOVEMBER 27, 2018

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CONFERENCE UPDATE: Our Kansas City Conference will be kicking off tomorrow. This is our biggest event ever with nearly 1,000 guest scheduled to attend. I have many meetings scheduled with CEO's and business leaders the remainder of the week. Because of a tight schedule, I will not be releasing a report on either Thursday or Friday. I will included notes and interesting thoughts from the next few days in our reports next week. If I make any personal adjustments based on the Trump/Xi meeting I will updated paid subscribers via a "Special Report". Looking forward to seeing many old friends and meeting lots of new faces. Wishing all those attending, safe travels.

Morning Summary: Stock are slightly lower to start the morning. Bulls understand to keep momentum building, they need either optimistic headlines from the upcoming meeting between U.S. President Donald Trump and Chinese President Xi Jinping or less hawkish and more dovish comments and rhetoric from members of the U.S. Fed. I'm personally not holding my breath for either, but I could see Trump and Xi finding a bit more common-ground or perhaps announcing some type of ceasefire in regard to new tariffs and Powell might start to moderate his hawkish tone. I suspect there could be some interesting "spins" by the media and the market could make some extreme kneejerk reactions in response during the final trading days of 2018, so be paying close attention. Keep in mind, the S&P 500 is now back to flat on the year, basically at the same spot it ended 2017. Many inside the trade argue we are at a major inflection point and this is by far the most important week remaining in 2018. The strong earnings and gains associated with increased corporate profits where offset by the Fed continuing to raise interest rates and the overall increased fear associated with a global slowdown and escalating U.S. trade tensions. What happens next will be of extreme importance to the market? As for today, traders will see updated U.S. Housing data and Consumer Confidence numbers. We will also be digesting comments form Fed Vice-Chair Richard Clarida, who just last week said the central bank is getting closer to "neutral". Remember, many inside the trade say it was Fed Chairman Jerome Powell's comments back in mid-October, when he said the central bank remains "a long way" from neutral, that triggered the recent stock market selloff. We will hear Fed Chair Powells most recent thoughts tomorrow when he is scheduled to speak in New York. Morgan Stanley downgraded U.S. stocks, saying they prefer value stock in the "emerging markets" in 2019, specifically being "overweight" countries like Brazil, Thailand, Indonesia, India, Peru and Poland. They believe the emerging markets have seen extreme bearish pressure and are now in a position to rally. Whereas the U.S. will more than likely continue to battle slowing growth. Analyst point to the fact many investors withdrew funds from emerging markets throughout 2018 and bought more U.S. based assets due to a spike in bond yields and a further appreciating U.S. dollar. At the same time, financial troubles in countries such as Turkey and Argentina were escalating, giving investors more reasons to sell their holdings in emerging markets. If the U.S. economy struggles to show continued growth, which most are now forecasting, the U.S. dollar might start to loosen up a bit. If that plays out it would arguably provide a bit of a tailwind to emerging market countries, especially those with heavy U.S. dollar denominated debt. As for the Europe Union, it seems like the negative headlines surrounding Brexit and the Italian budget have temporarily subsided. I don't think the problems in Europe are fully behind us, but for the time we might see a little reprieve.

Bottom-line, it looks like Europe is going to survive another scare, this could give the bears a bit of nearby confidence. At the same time, we have two huge macro balls in the air this week, starting with Fed comments the next two days, followed by the massively important meeting in Argentina between President Trump and Chinese President Xi. I could see both the Fed comments and the meeting in Argentina being spun as "positive" and the market rebounding higher. My question is, how long can that type of bullish momentum hold or will the bears see it as shallow and simply another selling opportunity?

World Series Bonuses: On October 28th, the Red Sox took home their fourth World Series title since 2004 after taking down the Dodgers in five games. Playing in the Fall Classic comes with a nice cash bonus for players on both teams. The Dodgers earning \$262,000 apiece for their efforts, with the Red Sox players racking up \$416,000 to go along with the all-important championship ring. The players' pool is formed from 50% of the gate receipts from the wild-card Games; 60% of the gate receipts from the first three games of the Division Series; 60% of the gate receipts from the first four games of the League Championship Series; and 60% of the gate receipts from the first four games of the World Series. Players on other teams participating in the playoffs also received bonuses: \$154,656 for Houston; \$122,957 for Milwaukee, \$43,082 for the New York Yankees, \$40,376 for Atlanta, \$40,336 for Colorado, \$37,040 for Cleveland, \$19,760 for Oakland; and \$16,155 for the Chicago Cubs.

Cyber Monday Sales topped \$7.9 billion (+19.7% growth Y/Y), according to Adobe Analytics, making it the single largest shopping day in U.S. history. In comparison, Thanksgiving Day and Black Friday brought in \$3.7 billion (+28% growth Y/Y) and \$6.2 billion (+23.6% growth Y/Y) in revenue, respectively. Sales coming from smartphones also hit an all-time high of \$2 billion and the "Buy Online, Pickup In-Store" trend spiked +50%. (Source: SeekingAlpha)

GM's Restructuring Will Cost \$3.8 Billion and 14,000 Jobs: General Motors said Monday it plans to effectively halt production at a number of plants in the U.S. and Canada next year and cut more than 14,000 jobs in a massive restructuring that will cost up to \$3.8 billion. In response, the United Auto Workers vowed to use "every legal, contractual and collective bargaining avenue" to fight the changes. U.S. President Donald Trump and Canadian Prime Minister Justin Trudeau also criticized the automaker's decision. "I am not happy," Trump told reporters on the White House lawn Monday afternoon, speaking of CEO Mary Barra. "You know, the United States saved General Motors. For her to take that company out of Ohio is not good. I think she is going to put something back in soon." Trudeau took to Twitter earlier in the day to express support for the workers at the Oshawa Car Assembly Plant, in Ontario. "Yesterday, I spoke with @ GM's Mary Barra to express my deep disappointment in the closure," he said. She met with National Economic Director Larry Kudlow at the White House hours after making the announcement. Read more HERE on the automaker's plans.

Aging America Will Soon Outnumber Children: Adults 65 and older will soon outnumber children for the first time in America's history, it has been revealed. The US Census Bureau released new projections this year that showed the country's changing - and aging - demographics. By 2030 all baby boomers will be older than age 65 and one in every five Americans will be retirement age. The Census Bureau said that deaths will 'rise substantially' between 2020 and 2050, meaning the country's population will naturally grow very slowly. Read more HERE on changing demographics.

Dare to be Different 2018 Van Trump Conference



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



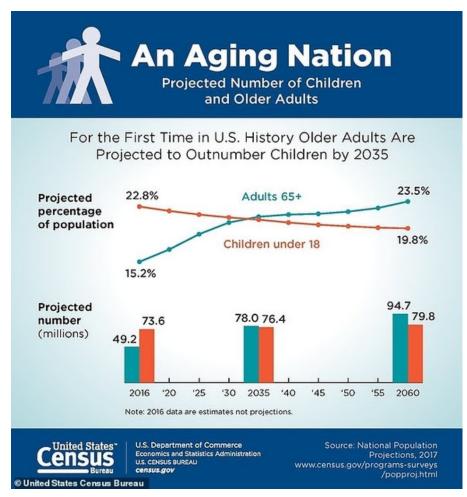
Sit front row in the boardroom with some of the best and brightest! Join us for an exclusively look behind the scenes as several of the top CEO's and leaders openly discuss their next moves in the markets, their current investments, what they see at out on the horizon, along with heated debates about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

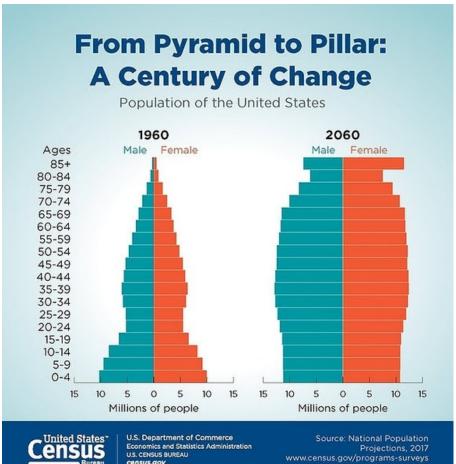
SPECIAL GUEST SPEAKER

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 everything, won big, then lost it all.





"A captivating story that is interesting fo 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.'

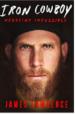
"Meeting the Iron Cowboy had a lasting affect on me. I spent the next few months ruminating about what should be my own personal challenge. James has that effect on you."

"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."





/popproj.htm





Following

Forecast #Confirmed: As the standoff between #Ukraine and #Russia intensifies in eastern Ukraine, the Sea of #Azov will be a new area of contention. Both countries will increase their #military presence. Any flare-up could lead to disruption of shipping. ow.ly/zpFn30mKEwS





Weather Wild-Card!

Weather guru Dr. Simon Atkins will be presenting what he is calling one of the most important weather up-

dates 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



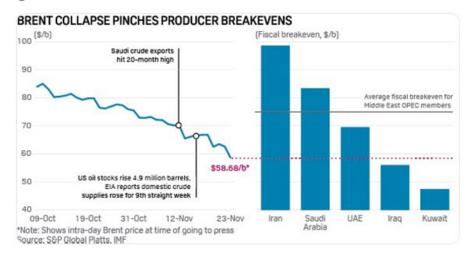
With Washington's every move impacting our future, it's vitally important that we know the latest developments and better understand future direction. Come listen to our team of insiders provide their latest thoughts.





ICYMI: #OPEC refuses to panic amid #oil market rout: plts.co/WnS530mKcA3

- Concern on oversupply weigh on sentiment
- OPEC set for crunch meeting on December



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 Nellinger and Todd Gleason talk about the markets and strategies for reducing risk and improved pricing.



Today In History



1095, Pope Urban II Orders First Crusade - On November
27, 1095, Pope Urban II makes
perhaps the most influential
speech of the Middle Ages,

giving rise to the Crusades by calling all Christians in Europe to war against Muslims in order to reclaim the Holy Land, with a cry of "Deus vult!" or "God wills it!" Born Odo of Lagery in 1042, Urban was a protege of the great reformer Pope Gregory VII. Like Gregory, he made internal reform his main focus, railing





Global Food Waste buff.ly/2Tdtl5n #foodwaste #INFOGRAPHICS







Are you so focused on the present, that you lose sight of the future?

#Harvest #Seeds #Future



against simony (the selling of church offices) and other clerical abuses prevalent during the Middle Ages. Urban showed himself to be an adept and powerful cleric, and when he was elected pope in 1088, he applied his statecraft to weakening support for his rivals, notably Clement III. By the end of the 11th century, the Holy Land—the area now commonly referred to as the Middle East -had become a point of conflict for European Christians. Since the 6th century, Christians frequently made pilgrimages to the birthplace of their religion, but when the Seljuk Turks took control of Jerusalem, Christians were barred from the Holy City. When the Turks then threatened to invade the Byzantine Empire and take Constantinople, Byzantine Emperor Alexius I made a special appeal to Urban for help. This was not the first appeal of its kind, but it came at an important time for Urban. Wanting to reinforce the power of the papacy, Urban seized the opportunity to unite Christian Europe under him as he fought to take back the Holy Land from the Turks. At the Council of Clermont, in France, at which several hundred clerics and noblemen gathered, Urban delivered a rousing speech summoning rich and poor alike to stop their in-fighting and embark on a righteous war to help their fellow Christians in the East and take back Jerusalem. Urban denigrated the Muslims, exaggerating stories of their anti-Christian acts, and promised absolution and remission of sins for all who died in the service of Christ. Urban's war cry caught fire, mobilizing clerics to drum up support throughout Europe for the crusade against the Muslims. All told, between 60,000 and 100,000 people responded to Urban's call to march on Jerusalem. Not all who responded did so out of piety: European nobles were tempted by the prospect of increased land holdings and riches to be gained from the conquest. These nobles were responsible for the death of a great many innocents both on the way to and in the Holy Land, absorbing the riches and estates of those they conveniently deemed opponents to their cause. Adding to the death toll was the inexperience and lack of discipline of the Christian peasants against the trained, professional armies of Muslims. As a result, the Christians were initially beaten back, and only through sheer force of numbers were eventually able to triumph. Urban died in 1099, two weeks after the fall of Jerusalem but before news of the Christian victory made it back to Europe. His was the first of seven major military campaigns fought over the next two centuries known as the Crusades, the bloody repercussions of which are still felt today. Urban was beatified by the Roman Catholic Church in 1881.



2005, Aerosmith and 50 Cent Headline \$10 million Bar Mitzvah - For seasoned showbiz veterans Steven Tyler and Joe Perry of Aerosmith—

middle-aged men long past worrying over their perceived "legitimacy"— the offer of





Fleetwood Mac, 1976. Photo by Neal Preston.



a \$2 million appearance fee for a 45minute performance at a private event in New York City must have been a true nobrainer. For Curtis James Jackson III, on the other hand, there were likely competing impulses. Jackson—better known as the rapper 50 Cent—had built his professional persona on the image of a street-hardened former criminal who was tough enough to survive being shot nine times at point-blank range in 2001. So there were legitimate concerns that his image might take a hit if word leaked out about the event in question. Ultimately, however, Mr. Jackson made the decision that the title of his multiplatinum 2003 album Get Rich or Die Tryin' suggested he might: In exchange for a multimillion-dollar fee, 50 Cent took to the stage at New York City's famous Rainbow Room in the early morning hours of this day in 2005, joining Tyler and Perry as headline performers at the \$10 million bat mitzvah of Long Island 13year-old, Elizabeth Brooks According to the ensuing coverage of the event in the New York Daily News, guests at the Brooks bat mitzvah began celebration unaware of what lay ahead. When a soprano-sax player who looked suspiciously like Kenny G turned out, in fact, to be Kenny G, the bizarrely starstudded event was only getting started. In the hours preceding the appearances of Aerosmith and 50 Cent, former A-list stars Don Henley, Stevie Nicks and Tom Petty all graced the stage at the Rainbow Room, entertaining guests who had been given gift bags containing upwards of \$1,000 in personal electronics, including digital cameras that 50 Cent's bodyguard reportedly tried and failed to stop quests from using to snap keepsake photos of the event. Within days, however, those photos had appeared on numerous Internet blogs, along with thousands of snarky comments about 50 Cent's questionable "gangsta" credibility. The father who spent \$10 million celebrating his daughter's coming-of-age was defense contractor David H. Brooks, CEO of DHB Industries, a Long Island company that manufactured body armor for the United States military. Two years after the lavish event, Brooks was served with a 71-page federal indictment featuring charges of insider trading, tax evasion and raiding his company's coffers for personal gainincluding for the \$10 million he used to pay for his daughter's lavish bat mitzvah.



1868, Custer massacres Cheyenne on Washita River- Without bothering to identify the village or do any reconnaissance, Lieutenant

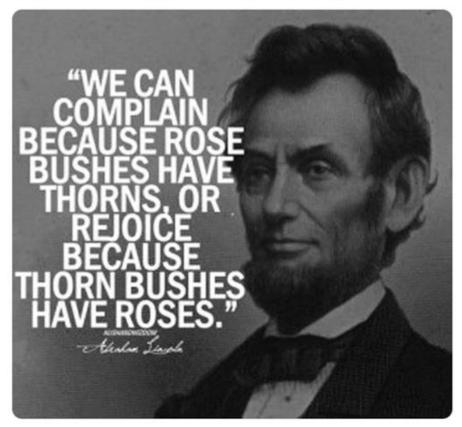
Colonel George Armstrong Custer leads an early morning attack on a band of peaceful Cheyenne living with Chief Black Kettle. Convicted of desertion and mistreatment of soldiers earlier that year in a military court, the government had suspended Custer from rank and command for one year. Ten months into his punishment, in September 1868, General Philip Sheridan reinstated Custer to lead a campaign against Cheyenne Indians who had been making raids in Kansas and Oklahoma that summer.





We can complain b/c rose bushes have thorns, or rejoice b/c...
~Abraham Lincoln

#quotes #inspiration #positivity





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:

Everyone has it. Those who have it least don't know that they have it. Those who have it most wish they had less of it, But not too little or none at all.

Weather in the Corn Belt saw an early season winter storm linger across the Great

Sheridan was frustrated by the inability of his other officers to find and engage the enemy, and despite his poor record and unpopularity with the men of the 7th Cavalry, Custer was a good fighter. Sheridan determined that a campaign in winter might prove more effective, since the Indians could be caught off quard while in their permanent camps. On November 26, Custer located a large village of Cheyenne encamped near the Washita River, just outside of present-day Cheyenne, Oklahoma. Custer did not attempt to identify which group of Cheyenne was in the village, or to make even a cursory reconnaissance of the situation. Had he done so, Custer would have discovered that they were peaceful people and the village was on reservation soil, where the commander of Fort Cobb had guaranteed them safety. There was even a white flag flying from one of the main dwellings, indicating that the tribe was actively avoiding conflict. Having surrounded the village the night before, at dawn Custer called for the regimental band to play "Garry Owen," which signaled for four columns of soldiers to charge into the sleeping village. Outnumbered and caught unaware, scores of Cheyenne were killed in the first 15 minutes of the "battle," though a small number of the warriors managed to escape to the trees and return fire. Within a few hours, the village was destroyedthe soldiers had killed 103 Cheyenne, including the peaceful Black Kettle and many women and children. Hailed as the first substantial American victory in the Indian wars, the Battle of the Washita helped to restore Custer's reputation and succeeded in persuading many Cheyenne to move to the reservation. However, Custer's habit of boldly charging Indian encampments of unknown strength would eventually lead him to his death at the Battle of the Little Bighorn.

Upcoming Events

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

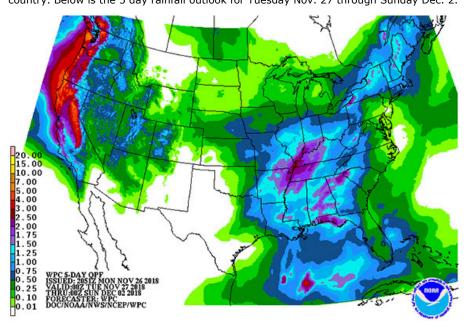
Fri. 12/21 – Quarterly Cold Storage, Hogs and Pigs, Monthly Cattle on Feed, Personal Income

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

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

Fri. 12/28 - Export Sales

lakes region yesterday. Significant travel disruptions continue in areas affected by winddriven snow, stretching from the southwestern Corn Belt into parts of Michigan. Fieldwork remains mostly at a standstill, except in upper Midwestern areas where soils have frozen. In the South, scattered rain showers are affecting the southern Atlantic States. Cool, dry weather prevails across the remainder of the region. Wet soils remain an impediment to fieldwork in some areas, although conditions have generally improved in recent days. The eastern U.S. will experience an extended period of cold, breezy weather with snow expected across New England and downwind of the Great Lakes. Meanwhile a Pacific storm will produce widespread precipitation including high-elevation snow in the West. Toward week's end, the former Pacific storm will reach the nation's mid-section, preceded by a surge of warmth and resulting in rain and snow across a broad area. The 6 to 10 day outlook for December 1 - 5 calls for the likelihood of below normal temperatures from Pacific Coast to the High Plains, while warmer than normal weather will prevail in the Gulf Coast region and most areas east of the Mississippi River. Meanwhile, below normal precipitation in portions of the rio Grande Valley will contrast with wetter than normal weather across nearly all of the remainder of the country. Below is the 5 day rainfall outlook for Tuesday Nov. 27 through Sunday Dec. 2.



Corn bulls are happy to see crude oil prices stabilize and more talk of U.S. corn being left in the fields. There's also more talk of cotton being planted in Brazil. We talked about this weeks ago, but we are finally see confirmation. Bulls want to argue that the increase in cotton acres will ultimately mean fewer corn acres. I tend to agree, but I suspect it only removes growth potential for more corn acres. In other words with record soybean acres being planted, there's potential for record second-crop acres if weather cooperates. With Brazilian producers finding more interest in cotton, it could steal some of the total growth that could have been seen in corn acres. From what I've been hearing, there could be close to 11.5 million second crop corn acres vs. just under 2.5 million second crop cotton acres. Here at home, the USDA shows the U.S. corn crop 94% complete vs. 96% historical average. States running the furthest behind are: North Dakota -13% behind, Ohio, Pennsylvania and South Dakota -7% behind, Kansas -5%, Nebraska -3%, Kentucky, Michigan and Minnesota -2%, Indiana and Iowa -1%. States running right on schedule include: North Carolina, Tennessee and Texas. States running ahead of schedule include: Wisconsin +3%, Missouri +2%, Colorado and Illinois +1%. Technically, most are still thinking the \$3.50 level should hold as nearby support into yearend. I would tend to agree, but with the uncertainty and bearishness in the global macro space, I have a hard time limiting the downside. The funds have a history of overdoing it by -25 to -50 cents when turning aggressively bearish, so if they want to really lean on this market, or soybeans get slammed in the wake of trade talks, I could see the market push -20 to -30 cents further or beyond what we believe should be the low. As a producer, even though I fell like the downside should be fairly limited from here, I'm keeping my hedges in place. As a spec, I like the thought of being a longerterm bull and will start nibbling on the break.

Kevin's Song of the Week



Kevin's Song of the Week



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.

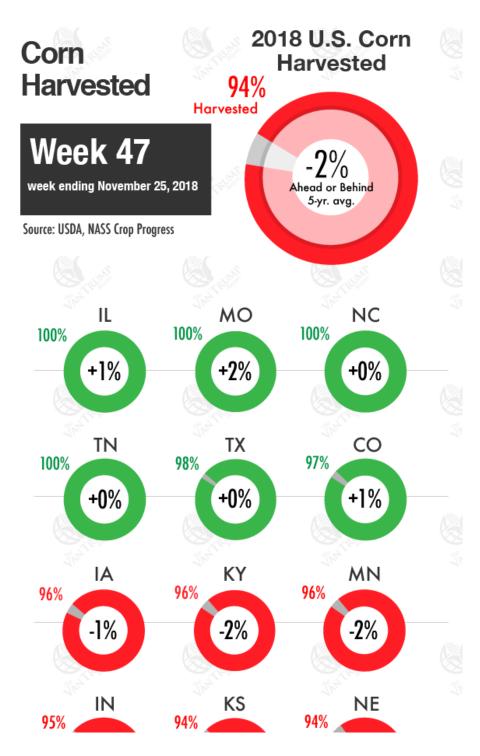
My family and I would like to thank you again for your support!

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

State Corn(Top 18 States)	Areas Harvested	Not Harvested	Acres Not Harvested	State Yield	Bushels in the Field
Nebraska	9,350,000	6%	561,000	195.0	109,395,000
Iowa	12,850,000	4%	514,000	198.0	101,772,000
Ohio	3,310,000	14%	463,400	193.0	89,436,200
North Dakota	3,100,000	20%	620,000	142.0	88,040,000
South Dakota	4,850,000	10%	485,000	166.0	80,510,000
Wisconsin	3,000,000	12%	360,000	177.0	63,720,000
Michigan	1,850,000	18%	333,000	166.0	55,278,000
Indiana	4,920,000	5%	246,000	194.0	47,724,000
Kansas	5,100,000	6%	306,000	130.0	39,780,000
Pennsylvania	920,000	18%	165,600	155.0	25,668,000
Kentucky	1,210,000	4%	48,400	179.0	8,663,600
Minnesota	740,000	4%	29,600	184.0	5,446,400
Colorado	1,340,000	3%	40,200	127.0	5,105,400
Texas	2,000,000	2%	40,000	113.0	4,520,000
Illinois	10,850,000	0%	-	214.0	-
Missouri	3,250,000	0%		145.0	-
North Carolina	870,000	0%	-	117.0	-
Tennessee	730,000	0%	-	173.0	-
Total	70,240,000	6%	4,214,400		725,058,600.00



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..."

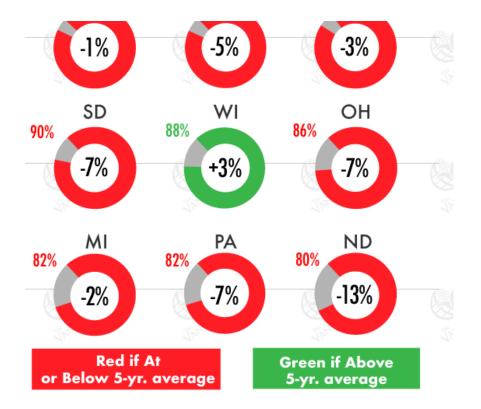
"Bulls make money, Bears make money, but pigs get slaughtered..."

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

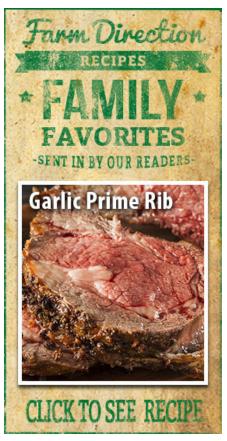
I'm more of a long-term player, therefore you will not see me give many short-term suggestions or trade ideas. One of my most important rules is that I always follow my long-term direction. Therefore, as long as I am "bullish" a market I will only play that particular market in one of three ways.

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

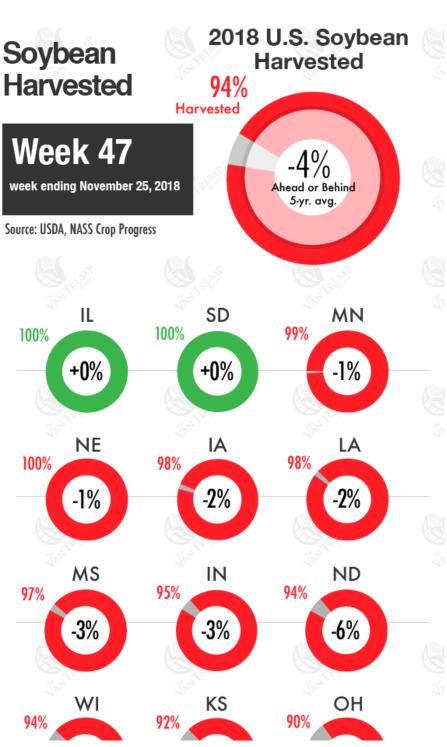
I never initiate a "short" position in a market that I am "bullish" longer-term, nor do I initiate a "long" position in a market I am "bearish" longer-term.

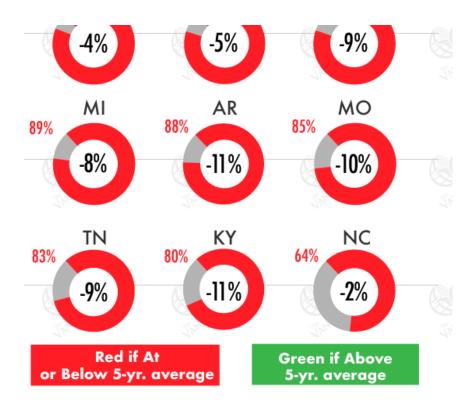


Sovbean bulls continue to backpedal as more threats and fears circulate ahead of the meeting between President Trump and Chinese President Xi. Most all inside the trade are still unclear as to exactly what is going to be negotiated or if anything will be negotiated when the two top world leaders meet this week in Argentina. President Trump has again reiterated, if nothing comes from the meeting, he is prepared to move forward with full tariffs on all Chinese imports. I don't think anybody is looking for a full-resolution, but the trade would like to hear some specifics about how things will progress and play out in the coming weeks or months ahead. Bulls clearly need to see steps in the right direction regarding Chinese trade in order to stop the bearish bleeding. There's also the continued talk of increasing crop production estimates inside Brazil. The weather in both Argentina and Brazil look very cooperative during the next couple of weeks. But there are continued talks and rumors of increasing rust problems brewing in parts of Brazil. The current USDA estimate of 120.5 MMTs is starting to be moved higher by several private trade groups. I should also note, there's a bit of a buzz about the funds flipping to a net-short in the meal market, the first time we've seen this in over a year. Let's keep in mind, there's also talk of big stockpiles of meal and soybeans in China, where African Swine Fever has squeezed margins in the pork industry and lowered overall feed demand. Here at home, bulls are pointing to better than expected weekly export inspections, while the bears continue to point to overly burdensome supplies and record ending stocks. The USDA showed the U.S. harvest now 94% complete which is still lagging the historical average of 98% by this date. It's hard to get super specific, but one could argue there's somewhere between 250 and 300 million bushels still needing to be harvested. States running the furthest behind are: Arkansas and Kentucky -11% behind, Missouri -10%, Ohio and Tennessee -9%, Michigan -8%, North Carolina -7%, North Dakota -6%, Kansas -5%, Wisconsin, -4%, Indiana and Mississippi -3%, Louisiana and Iowa -2%, Minnesota and Nebraska -1%. States that the USDA show 100% complete include: Illinois and South Dakota. As a producer, I continue to keep hedges in place with some upside potential in play. There's just too much risk around this meeting not to have some protection in place. As a spec, I remain on the sideline, not wanting to test my hand at outguessing the next political headline. Prefer making a play after the markets knee-jerk reaction to the Trump-Xi meeting.

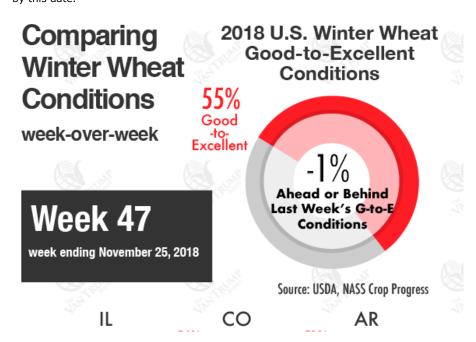


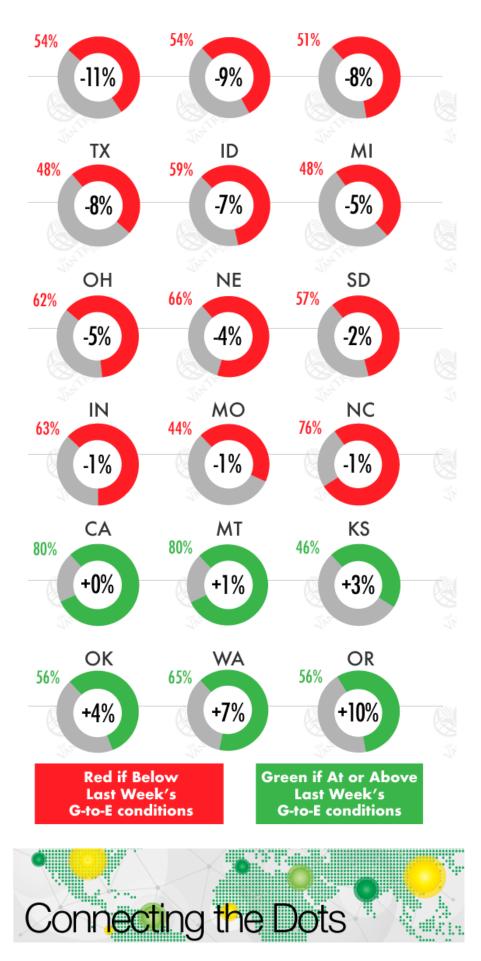
Soybean State (Top 18 States)	Area Harvested	Not Harvested	Acres Not Harvested	State Yield	Bushels in the Field
Kentucky	6,180,000.00	20%	1,236,000.00	54	66,744,000.00
Ohio	7,740,000.00	10%	774,000.00	59	45,666,000.00
Kansas	9,840,000.00	8%	787,200.00	42	33,062,400.00
Indiana	10,850,000.00	5%	542,500.00	60	32,550,000.00
Arkansas	4,810,000.00	12%	577,200.00	50	28,860,000.00
North Carolina	2,290,000.00	36%	824,400.00	35	28,854,000.00
Tennessee	2,180,000.00	17%	370,600.00	48	17,788,800.00
Missouri	2,290,000.00	15%	343,500.00	46	15,801,000.00
North Dakota	5,450,000.00	6%	327,000.00	36	11,772,000.00
Michigan	2,090,000.00	11%	229,900.00	48	11,035,200.00
Louisiana	5,730,000.00	2%	114,600.00	50	5,730,000.00
Iowa	3,570,000.00	2%	71,400.00	58	4,141,200.00
Wisconsin	1,370,000.00	6%	82,200.00	49	4,027,800.00
Nebraska	6,550,000.00	1%	65,500.00	49	3,209,500.00
Mississippi	1,720,000.00	3%	51,600.00	53	2,734,800.00
Minnesota	1,590,000.00	1%	15,900.00	50	795,000.00
Illinois	4,940,000.00	0%	-	64	-
South Dakota	5,660,000.00	0%	-	49	-
Total	84,850,000.00	6%	5,091,000.00		312,771,700.00





Wheat traders are keeping a close eye on tensions between Ukraine and Russia. The commercial ports in the Azov Sea are of great importance and need to be monitored. Bulls continue to monitor weather in portions of the European Union, Ukraine, parts of southern Russia. There's also big interest in the outcome of the upcoming President Trump and Xi meeting scheduled in Argentina later this week. Here at home, bulls are pointing to buying from Egypt as a sign of greater U.S. competitiveness, while bears are pointing to another round of weaker than expected weekly export inspections, which in total are down nearly -20% compared to last year. The USDA showed a slight deterioration in weekly winter wheat crop-conditions, dropping from 56% down to 55% rated "Good-toExcellent". States showing the largest weekly decline included: Illinois down -11%, Colorado down -9%, Arkansas and Texas -8%, Idaho -7%, Michigan and Ohio -5%, Nebraska -4%, South Dakota -2%, Indiana, Missouri and North Carolina -1%. States showing improved weekly conditions include: Oregon which improved +10%, Washington +7%, Oklahoma +4%, Kansas +3%, Montana +1%. The USDA also reported 95% of the winter wheat crop is now "planted" vs. 99% historically. States running the furthest behind include: North Carolina running -20% behind, Arkansas is -12% behind, California is -11% behind, Missouri -6%, Oklahoma -5%, Kansas -4%, Texas -1%. States reported as 100% planted include: Colorado, Idaho, Illinois, Indiana, Michigan, Montana, Nebraska, Ohio, Oregon, South Dakota, and Washington. The USDA showed 86% of the winter wheat crop is "emerged" vs. the historical average of 92% by this date.

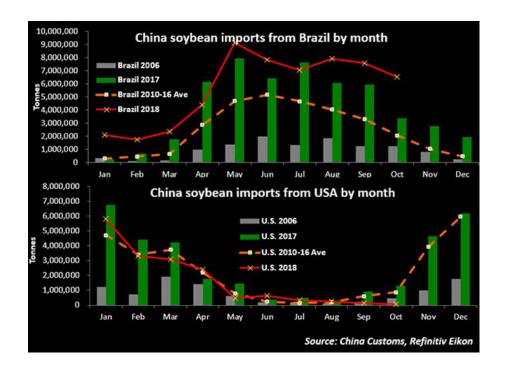




> NAFTA Expected To Be Signed Friday: While much of the talk bout the G20 is centered around U.S.-China relations, we are getting reports that Canadian Prime Minister Justin Trudeau and outgoing Mexican President Enrique Pena Nieto confirmed they will sign the new North American trade pact on Friday, which is Penna Nieto's last

day in office. The signing will proceed despite the lack of a side deal to remove President Trump's steel and aluminum tariffs and Mexico and Canada's retaliatory duties. (Source: Politico)

- > Cotton Harvest at 70%: Cotton farmers advanced harvest 11% from last week and now stand at 70% complete. That leaves the crop seven points behind the five-year average. From what I understand, Texas is up to 60%, five points behind averages and Georgia lags by 9 points at 72% complete.
- > Dry Soil Is Hampering Emergence of Grains in EU: EU crop monitor MARS does not give estimates of sown areas but said a lack of water and nutrients due to low humidity has compromised the emergence and early growth of winter crops in key producers Germany. In France, the EU's largest grain producers, as well as Poland and Ukraine, sowing and the emergence of crops has gone generally well, though patches will be affected by dry weather. In key EU producers Romania, Hungary and Bulgaria, a lack of soil moisture delayed emergence in many areas resulting in underdeveloped crops. Rapeseed seems to be struggling the most. Definitely something to keep our eye on. (Source: Reuters)
- > Farm Bankruptcies Rising In Upper Midwest: The number of farm bankruptcies in Minnesota has doubled over the last four years, with commodity prices down and more farmers falling behind on loan payments. Minnesota, Montana, Wisconsin and the Dakotas have seen 84 farms file for bankruptcy over a one-year period ending in June according to analysis from the Minneapolis Fed, more than double the number from the same period in 2013-2014. (Source: Star Tribune)
- > Interesting Series on How and Why Trade Agreements Work: A four-part audio series form the U.S. Grains Council recently distributed through the National Association of Farm broadcasting's News Service explores the complex process of crafting trade agreements as well as why the work is worth the effort over the long-term for U.S. agriculture. The most obvious benefit to a trade agreement is market access, which opens the door for the sale of U.S. feed grains and products and helps set the price for those sales. The prices of U.S. grains received by U.S. farmers and agribusinesses is directly connected to trade policy. Listened to the audio series HERE. (Source: US Grains Council)
- > Cattle Outnumber people in 9 U.S. States: As we know, agriculture is the top industry in many states across the U.S. And cattle production is one of the main economic drivers in these Ag states, yielding more than \$50 billion in cash receipts per year in this decade according to federal data. According to the latest figures available, there are about 913,250 farms with cattle and nearly 90 million head of cattle in the country. Compare that to almost 314 million people, and that's approximately 1 cow, bull or calf for every 3.5 people. But in some states, the ratios are reversed as cattle outnumber humans by 4-to-1 in one case. Cattle outnumber people in nine states including: Oklahoma, Iowa, Idaho, Kansas, Wyoming, North Dakota, Montana, Nebraska, South Dakota. (Source: US News)
- > GM Laying Off 15% of Its North American Workforce: In the move, GM will Shutter 5 plants in North America, reduce salaried workforce by 15%, including a quarter of the company's executives. GM said it would shut operations at plants in Detroit; Oshawa, Ontario; Warren, Ohio; White Marsh, Maryland; and Warren, Michigan. These changes are part of GM's efforts to focus resources on self-driving and electric vehicles, as wells more efficient trucks, crossovers and SUVs, the company said in a statement. The company said it expects to save \$6 billion in cash as a part of the restructuring. Wall Street loved the news, with GM's stock climbing more than 7% following the announcement yesterday. (Source: CNBC, WashPo)
- > The First Genetically Modified Human Babies Have Been Born in China, according to researcher He Jiankui. Healthy twin girls Lulu and Nana were conceived artificially with sperm from their HIV-positive dad, but the team sent in proteins and instructions for a gene surgery via CRISPR/Cas9 to "remove the doorway through which HIV enters to infect people." (Source: The Wall Street Journal, SeekingAlpha)
- > China Soy Imports From Brazil Double in October: Reuters Ag analyst Gavin Maguire (@RtrsAgAnalyst) shared a graphic showing the adverse affects on U.S. soybean trade due to China/U.S. trade tensions. Due to the opposing harvest periods for soybean in North American vs. South America, China has traditionally sourced most of its soybeans from Brazil from April through October, and then mainly from the U.S. for the rest of the year. Due to the trade spat with the U.S., China has bought a record amount from Brazil so far in 2018, and has made record Brazilian bookings for the fourth quarter traditionally a key U.S. export period. (Source: Reuters Ag)





Southeast Wisconsin - We have been done with our harvest for a couple weeks now but I have clients that still have some beans and corn in the field. With our recent snowstorm, it doesn't look like the remaining beans will get cut but we can still harvest corn in the white stuff. Corn was ok this year and beans had record yields despite the 34" of rain we endured throughout the year. I'm hearing there may be some more corn put in the ground up here but nothing crazy. I suspect the bankers will have something to say about what some guys are growing in 2019. We grow a lot of seed beans and have forward contracts already in place, meaning we will not be changing up our rotation. I am seeing a number of the older gentlemen decide to quit farming and rent their land to the next generation. Prices up here will run you \$275 an acre up to \$300 for the highest price acres. I am hearing of a couple of decent sized solar projects, both over 2,500 acres each, that are bringing \$900 an acre with guaranteed increases each year.

Southwest Ohio – The weather has been wet around here. We farm not far from the outskirts of Cincy. We are trying to finish the last of our bean but they just won't clean. There's a lot of trash left in the bin when we run them through. They are still sitting at around 20% moisture. The elevator is taking the beans but at a huge discount. We typically don't dry beans in this area but we are going to have to this year. That's if the ground freezes enough that we can run the combine without cutting ruts or that the pods can be seperated from the beans... neither is coming easy this year. I guess it could be worse, we could be buried in snow like the midwest right now.

Southern Minnesota — I think everyone is wrapped up around here. I haven't seen an unpicked corn field or uncut bean field in several trips across the country side. I have a neighbor that is always the last guy done and I mean by weeks, so I drove by his fields and they are all out so I'm 99% sure everyone in at least southern Minnesota is done. We were down on the yields by at least 40 bushels on corn and 10 bushels on soybeans. I would guess it's based on too much rain during harvest. I personally thought we would be at least 40 and 10 bushels better based on how we looked. I wouldn't be surprised if the USDA brings down the average for Minnesota if not the entire country after this disappointment of a harvest.

A place to share intelligent thoughts...

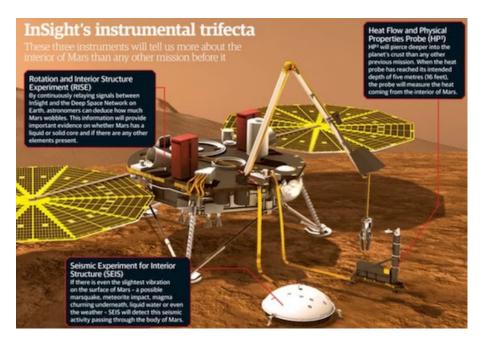
Changing Climates Bring Change In Crops: Upper Alberta is bitter cold much of the year, and remote. Not much grows other than the spruce and poplar that spread out a hundred miles around Highway 88 north toward La Crete. Signs warn drivers to watch for moose and make sure their gas tanks are filled. Farms have produced mostly wheat, canola and barley. Summers were so short farmer Dicky Driedger used to tease his wife about wasting garden space growing corn. Today, Mr. Driedger is the one growing corn. So are many other northern-Alberta farmers who are plowing up forests to create fields, which lets them grow still more of it. The new prospect of warmer-weather crops is helping lift farmland prices, with an acre near La Crete selling for nearly five times what it fetched 10 years ago. Read more HERE on the how weather patterns are changing production choices.

Millennials Finally Moving Out: For the better part of a decade, we have been reading news stories about how the millennial generation is struggling to leave their parents' homes. Constant surveys show large percentages of the age group — which is never fully defined — still living at home well into adulthood. For example, in May of this year, one survey found nearly 23% of millennials were still living in their parents' home, up from 13.5% in 2005. That survey was from the real estate database company Zillow, which analyzed U.S. Census Bureau data between 2005 and 2016. But in the latest survey, commissioned by the former Ernst & Young (EY) since 2016, it appears millennials are finally moving out on their own. Axios reports the number of millennials living at home has plummeted since EY's last survey in 2016, from 30% to 16% in 2018. EY's survey also found that home ownership among millennials has grown from 26% in 2016 to 40% in 2018. Read more HERE on the everchanging trends with millennials.

New Experimental Vaccine Could Combat Alzheimers: An experimental vaccine that could hold off Alzheimer's disease showed promising results in animal testing, according to researchers at the University of Texas Southwestern Medical Center. I'm told testing in mice showed that the vaccine safely prevents the buildup of substances in the brain associated with the fatal disease, the team reported this week in the journal Alzheimer's Research & Therapy. There has been research in monkeys and rabbits as well, and the researchers hope the vaccine will progress to human trials. Initial hopes are that if the vaccine proves safe and effective in humans, it could slice the number of dementia diagnoses in half. Read more HERE how the vaccine could extend lives.

Can Traditional TV Survive? More than 1 million consumers canceled their cable-TV or satellite subscriptions in the past quarter, one of the largest seasonal drops ever, stepping up pressure on pay-TV providers to generate revenue in other ways. Old-guard companies have turned to streaming services and partnerships with digital video startups to stanch the loss of pay-TV subscribers and convert some into different kinds of customers. Yet figures reviewed by The Wall Street Journal show that those tactics have failed to offset the erosion of what used to be one of the entertainment industry's most profitable businesses. Read more HERE to see if TV can save itself.

NASA's InSight Lander Successfully Arrives on Mars: NASA's InSight lander touched down safely on the Martian surface yesterday, pulling off the first successful Red Planet landing since the Curiosity rover's arrival in August 2012 — on the seventh anniversary of Curiosity's launch, no less. "It was intense, and you could feel the emotion," said NASA Administrator Jim Bridenstine, who was in the control room here at the Jet Propulsion Laboratory during the landing. "It was very, very quiet when it was time to be quiet and of course very celebratory with every little new piece of information that was received. It's very different being here than watching it on TV, by far, I can tell you that for sure now that I've experienced both." Get more insights HERE.





Kris Bruvold, left, and Sandy Krasner react after receiving confirmation that the Mars InSight lander successfully touched down on the surface of Mars

Credit: Bill Ingalls/NASA



Costco Going Direct To Farmers!

The future of agriculture continues to happen right in front of our eyes. We now have retail giant Costco going fully vertical into meat production. Costco, which is known more for sales than production, is now building a farm-to-table production system to ensure a steady supply of rotisserie chickens. Keep in mind, Costco is selling more than 60 million rotisserie chickens each year. It's worth noting that Costco's rotisserie chicken sales have grown at three times the growth rate of total U.S. poultry consumption, all while maintaining a price point of \$4.99 per chicken. The center of the operation is currently under construction on the south side of the eastern Nebraska city of Fremont. Reports indicate that Costco is spending +\$400 million on the poultry processing plant which will include processing, hatchery and feed mill. Perhaps most interesting, is the fact Costco is going direct to producers, offering 15-year contracts to 100 to 125 prospective growers to raise the birds. they are also contracting direct with producers who want to supply feed grains. The Fremont, Nebraska facility is scheduled for a September 2019 opening. When it

reaches full capacity, the plant will process more than 2 million chickens per week. Costco executives believe building their own self-contained system to stock their stores is a way for the company to better manage the supply chain and overall costs, especially since many poultry companies are trending away from raising chickens to be sold whole. I'm told, going direct to the producer is expected to save the company 10 to 35 cents per bird. Costco is clearly wanting to ensure they will have enough supply for its rotisserie sales and believes they be able to keep prices fixed at \$4.99. What Costco is doing is trying to better position themselves to control both supply and demand, top down. Lincoln Premium Poultry, the company started by Costco to build and manage the project, says many farmers have already shown interest in signing contracts. The farm economy is struggling in many places and many grain farmers believe turning to chickens is worth the risk in order to bring in new revenue. Of course, there are possible drawbacks -- if Costco ever decides to cut production, farmers could be left with empty barns and massive debt as they incur some up front costs. For now, demand looks good for the rotisserie chickens as CoBank, a national based farm lender, estimates up to eight new chicken plants will be built in the next 18 months, including Costco's. However, the chance at giving farmers a way to diversify away from row crop-only farming into a new and sustaining industry, should be seen as a good thing for farmers who need the diversification. Costco's vertical move is likely going to ruffle some feathers, but I personally think other big companies are trying to make similar moves and this will soon become common practice. (Source: AP, Foodbusiness, Harvest Media, NPR)



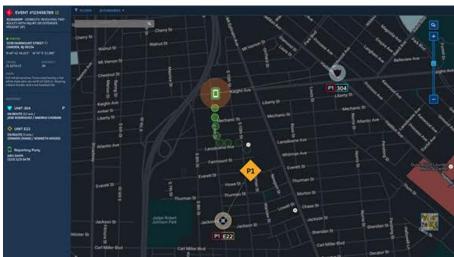


Making Emergency Responses More Accurate and Faster

RapidSOS seeks to improve location accuracy in 911 centers, pairing with companies to develop and publish various products for public safety officials and centers. The company does this by providing an emergency platform to send data from connected devices to 911 and first responders, enabling faster and more effective emergency response. The main product is called Emergency API, which allows any connected device to pass life-saving

data to 911 and first responders in an emergency situation. The mobile app is extremely easy to use with this product. If an app user detects danger and presses the panic button, then a precise location, voice, and real-time health data are transmitted to 911 and your loved ones are also informed of the emergency. This product also does the same thing with home security systems by sharing multimedia, smoke density, and temperature readings, etc. Cars also play a role with this product by connected cars sharing location, crash severity, number of occupants, and other telematics data. Wearables can even transmit real-time health data through Emergency API during medical emergencies. RapidSOS raised \$16 million only 6 months ago to help the company grow from 10,000 to 250 million users in less than a year, and they recently just raised another \$30 million. RapidSOS makes its money by selling its main product to emergency response organizations, who then make it available free to users. They also sell RapidSOS API to large tech companies including Uber, Google, and Facebook, who use it to incorporate emergency services into their apps. Research has shown that Ubers seem to be a faster and cheaper option than taking a normal emergency vehicle in crisis situations. This company has still yet to tap a small fraction of the emergency service market. Americans alone make 240 million emergency calls a year, which breaks down to a little under 700,000 calls per day. Keep in mind, callers across the world make more than 2 billion a year. Looks like the opportunity in this disruption only has room to grow in this industry. Click HERE to see a RapidSOS demo.





Insights And Philosophies From One Of The Best Ever!

Bruce Lee, perhaps the most influential martial artist the world has ever seen, was born on this day in 1940. Many may not realize it, but Lee was actually born in San Francisco, California, while his father, a Chinese opera star, was on tour in America. The Lee family moved back to Hong Kong in 1941. Growing up, Lee was a child actor who appeared in some 20 Chinese films; he also studied dance. After a young Bruce Lee was involved in several street fights, his parents decided that he needed to be trained in the martial arts. Lee's first introduction to martial arts was through his father, from whom he learned the fundamentals of the Wing Chun style of Kung Fu. At the age of just 12, Lee entered college. He first attended the Catholic La Salle College, he then transferred to St. Francis Xavier's College, where he would be mentored by Brother Edward, a teacher and coach of

the school boxing team. In 1958, Bruce won the Hong Kong schools boxing tournament, knocking out the previous champion. Lee began to get into more and more street fights. One fight included beating the son of a feared organized crime leader. Police notified his family that there was contract placed on Lee's life by the organized crime family, so in 1959 they decided to send him to the United States to live with a family member who had recently moved. At the age of 18, Lee made the journey to the United States. He lived in San Francisco for a couple of months then moved to Seattle, where he eventually attended the University of Washington. Lee was extremely interested in, philosophy and psychology. This is also where Lee met his future wife Linda Emery, a fellow student studying to become a teacher, whom he married in August 1964. To make money Lee began teaching martial arts in the United States. He called what he taught "Jun Fan Gung Fu" (literally Bruce Lee's Kung Fu). It was basically his own style, philosophy and approach to Wing Chu and life. He took the view that traditional martial arts techniques were too rigid and formalized to be practical in scenarios of chaos. Lee decided to develop a system with more of an emphasis on being fluid, having great speed and efficiency. He started to use different methods of training such as weight training for strength, running for endurance, stretching for flexibility, and many others which he constantly adapted, including fencing and basic boxing techniques. Lee emphasized what he called "the style of no style". This consisted of getting rid of the formalized approach which Lee claimed tied him down. Lee felt that even the system he now called Jun Fan Gung Fu was too restrictive, whereas the entire idea of his martial art and greatness was to exist outside of parameters and limitations. In 1966, the Lees relocated to Los Angeles and Bruce appeared on the television program The Green Hornet (1966-1967), playing the Hornet's acrobatic sidekick, Kato. Lee also appeared in karate tournaments around the United States and continued to teach martial arts to private clients, including actor Steve McQueen. Bruce also instructed several World Karate Champions including Chuck Norris, Joe Lewis, and Mike Stone. Between the three of them, during their training with Bruce, they won every karate championship in the United States. Lee returned to Hong Kong in the early 1970s. He successfully established himself as a star in Asia with the action movies The Big Boss (1971) and The Way of the Dragon (1972), which he wrote, directed and starred in. Lee's next film, Enter the Dragon, was released in the United States by Hollywood studio Warner Brothers in August 1973. Tragically, Lee had died one month earlier, on July 20, in Hong Kong, after suffering a brain edema believed to be caused by an adverse reaction to a medicine he had been prescribed. Enter the Dragon went on to become a massive boxoffice hit, eventually grossing more than \$200 million, and Lee posthumously became a movie icon in America. Lee's body was returned to Seattle, where he was buried. Aside from martial arts and philosophy, which focus on the physical aspect and selfconsciousness for truths and principles, Lee also wrote poetry. Many of today's most famous life coaches and motivational speakers often cite Bruce Lee and his philosophies. I personally had no idea Bruce was such a deep-thinker. Below are a few of his more popular and inspirational quotes as well as a short video that shows his Top-10 tips for success. Click HERE

"If you love life, don't waste time, for time is why life is made up of."

"Too much time is given to the development of skill and too little to the development of the individual person."

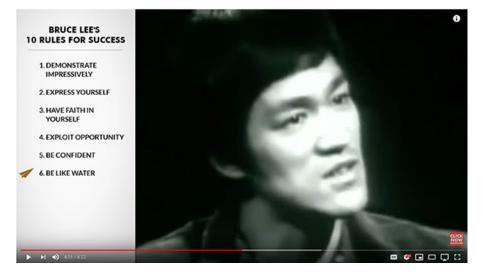
"To hell with circumstances, I create opportunities."

"Life is to be lived, not traded and conceptualized to be squeezed into a pattern of systems. Get rid of the formalized approach, embrace the style of no style."

"As you think, so shall you become."

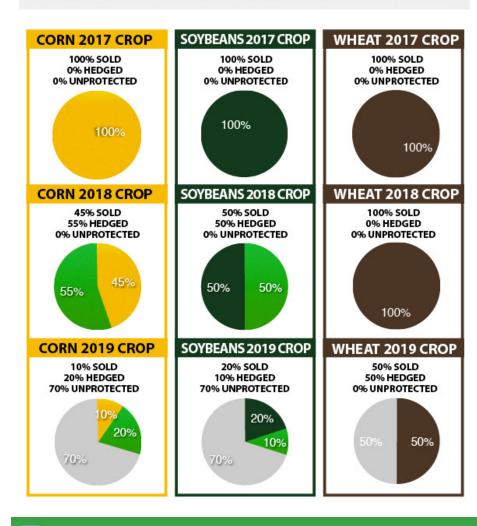
"Simplicity is the key to brilliance."

"Knowing is not enough, we must apply. willing is not enough we must do."



CASH SALES & HEDGING TOTALS

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