

GOOD MORNING: 01/11/19 Farm Direction - Van Trump Report

1 message

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Today In History

"In the real world, the smartest people are people who make mistakes and learn. In school, the smartest people don't make mistakes." - Robert Kiyosaki

FRIDAY, JANUARY 11, 2019
[Printable Copy](#) or [Audio Version](#)

Morning Summary: Stocks are steady to slightly lower this morning after the market has posted its first five day winning streak since October, giving the Dow, S&P 500, and Nasdaq their best starts to a year since 2006. Bulls argue improved negotiations with the Chinese and the "Powell pivot" as being enough to offset the heavily over-sold conditions. Bears point towards continued global economic weakness, confirmed by ongoing weak economic data out of China. We also have President Trump canceling his trip to Davos, citing a border wall battle here at home. This makes some bears wonder if the Chinese meetings haven't processed as far as the market has suggested or that perhaps the current government shutdown is going to last longer than anticipated. Several inside the trade argue this is just a bearish bounce or perhaps better stated as being a bull trap. A few technical guru's I know have always told me the "rapid rebounding rallies" are very difficult to sustain and hard to build continued momentum. Often times they are merely traps and the market ultimately proceeds to re-test its recent lows. I'm not really sure this is how it will play out this time around the block, but it's eerily similar enough that I want to pause. Looking ahead, there's still many hurdles that need to be cleared. Fed Chair Jerome Powell made comments yesterday that he is "very worried" about rising U.S. debt and noted separately that a prolonged government shutdown could negatively impact the U.S. economy. We also still have the Mueller investigation headlines the market will need to deal with in February or March. More nearby we have today's updated CPI data, which should give us a better read on inflation. Then next week, things will start getting more interesting as U.S. corporate Q4 earnings begin to roll out. We start the earnings season next week with the big banks taking center-stage. Citigroup will kick things off on Monday. Then on Tuesday we will hear from JP Morgan, Wells Fargo, and FirstRepublic Bank. Wednesday will bring earnings from Bank of America, BlackRock, Goldman Sachs, U.S. Bancorp. Morgan Stanley and Citizens Financial Group will be out later in the week. Let's also keep in mind, next Thursday we will hear updated earnings from Netflix. Many traders are thinking it's make or break for the market. If U.S. corporate earnings disappoint the market could again fall under heavy pressure, especially if no resolution is made in Washington regarding the current government shutdown. Bulls argue that earnings expectations for the fourth quarter have already been dialed back, and with stocks down about 12% from September highs the earnings season could actually be a positive. Bears point to recent FactSet data which shows more than 70 of the S&P 500 companies have already issued earnings warnings, twice as many as have issued positive guidance. Earnings growth rates have also been revised lower by companies in all of the S&P sectors. Seasoned investors still seem to believe corporate guidance peaked last-summer, and has since become much more mixed. Which means a rising tide probably doesn't lift all boats and we must remain extremely selective in our holdings. I suspect Europe will also be back in the spotlight next week as U.K. leader Theresa May will again put Brexit up for a vote. Bottom-line, I respect the recovery rally, but remain suspicious because of historical tendencies and the rate at which we rallied back. I'm just not sure the headlines during the next 60-days can keep that type of bull fed. I will continue to use major rallies as an opportunity to bank profits and reduce a bit more exposure. I still like the thought of staying underinvested and conservative until these current storm clouds pass. I continue to closely monitor oil prices and the direction of the U.S. dollar. I believe both have provided some tailwind for the stock market the past couple of weeks, with oil gaining some upside momentum and the U.S. dollar weakening a bit. Lots of moving parts going into next week...



1863, Battle of Arkansas Post

- Union General John McClernand and Admiral David Porter capture Arkansas Post, a Confederate stronghold on the Arkansas River on this day in 1863. The victory secured central Arkansas for the Union and lifted Northern morale just three weeks after the disastrous Battle of Fredericksburg, Virginia. Arkansas Post was a massive fort 25 miles from the confluence of the Arkansas and Mississippi rivers. It was designed to insure Confederate control of the White and Arkansas rivers, and to keep pressure off Vicksburg, Mississippi, the last major Rebel city on the Mississippi River. The sides of the square fort were each nearly 200 feet long and the structure was protected by a moat. It sat on a bluff 25 feet above the river. The post was a major impediment to Yankee commerce on the Arkansas. McClernand gathered his Army of the Mississippi at Milliken's Bend, just north of Vicksburg. He had some 32,000 men in two corps commanded by generals George Morgan and William T. Sherman. McClernand's main objective was Vicksburg, but he decided to capture Arkansas Post first to secure Yankee commerce on the rivers north of Vicksburg. McClernand was accompanied by Porter's flotilla. The plan was to steam up the Arkansas River and land the troops below the post, then have Sherman's men swing around behind the fort while Morgan approached from downriver. Porter began bombing the fort on the night of January 10. The bombardment continued the following day. Through the afternoon, Union infantry moved toward the fort while the ships passed in front and began firing from the other side of the fort. The Confederate garrison was surrounded, and offered a white flag before the day was out. The Yankees lost around 130 men and suffered about 900 wounded, but they captured 5,000 Confederates and preserved Union commerce on the Arkansas and White rivers.

China plans to set a lower economic growth target of 6%-6.5% in 2019 compared with last year's target of "around" 6.5%, policy sources told Reuters. The proposed target will likely be unveiled at the annual parliamentary session in March. As the trade war takes its toll, U.S. Treasury Secretary Steven Mnuchin also said top trade negotiator Chinese Vice Premier Liu He will "most likely" visit Washington later in January for talks. (Source: SeekingAlpha)

Amazon eyes closed Sears stores for Whole Foods expansion: While some traditional retailers are having a hard time keeping their doors open, Amazon-owned Whole Foods has been gearing up to rapidly expand into more regions. Grocery chain Whole Foods is eyeing sites that were previously home to Sears, Kmart and other struggling retailers. Whole Foods now has more than 470 stores around the country. Read more at [Yahoo Finance](#).



Last Bit of NEW Technology from CES Show: The 2019 Consumer Electronics Show comes to an end today as we've seen tons of game-changing technology throughout the week. We've seen everything from helicopters to bread vending machines to solar panels that produce water. Below is the last bit of technology that caught my eye until we wait for 2020's Consumer Electronics Show.

Kia's Real-time Emotion Adaptive Driving (R.E.A.D.) is a world-first emotional AI-based optimized and interactive in-cabin space centered on human senses that can adapt the vehicle's interiors to a passenger's emotional state. The R.E.A.D. System can optimize and personalize a vehicle cabin space by analyzing a driver's emotional state in real-time through AI-based bio-signal recognition technology. The technology monitors a driver's emotional state using sensors to read their facial expressions, heart rate, and electrodermal activity then tailors the interior environment according to its assessment, which can potentially alter conditions relating to the five senses to create a more joyful mobility experience. Kia also showed off the V-Touch gesture control technology that makes use of a 3D camera for tracking eye and finger motions to allow passengers to manage in-car features such as lighting, air-conditioning, and entertainment systems without requiring physical buttons or touchscreens.

1973, American League Adopts Designated Hitter -

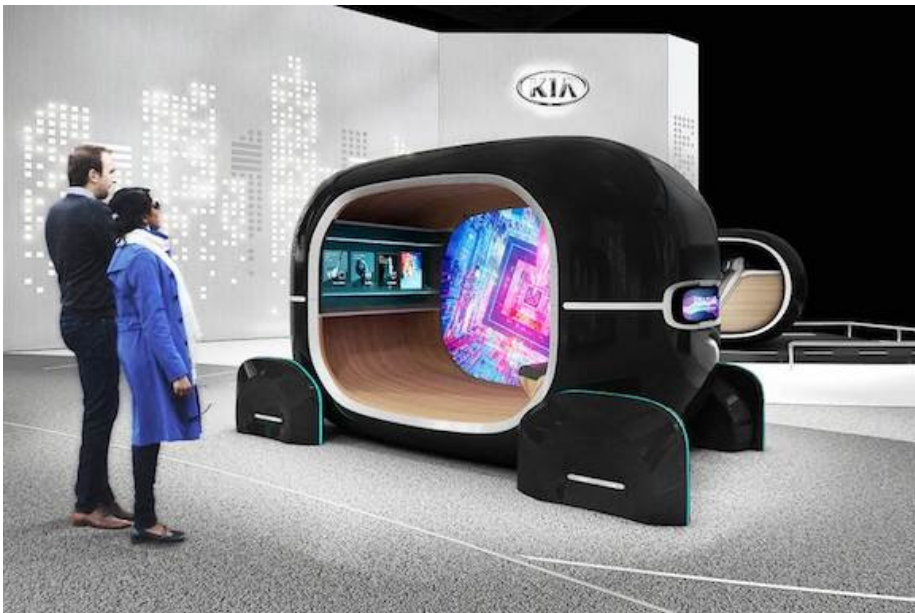


Owners of America's 24 major league baseball teams vote to allow teams in the American League (AL) to use a "designated pinch-hitter" that could bat for the pitcher, while still allowing the pitcher to stay in the game. The idea of adding a 10th man to the baseball lineup to bat for the pitcher had been suggested as early as 1906 by the revered player and manager Connie Mack. In 1928, John Heydler, then-president of the National League (NL), revived the issue, but the rule was rejected at that point by the AL management. By the early 1970s, Charlie Finley, the colorful owner of the Oakland A's, had become the designated hitter rule's most outspoken advocate, arguing that a pinch-hitter to replace the pitcher—a player that usually batted poorly, exceptions like the legendary Babe Ruth notwithstanding—would add the extra offensive punch that baseball needed to draw more fans. At a joint meeting of the two major leagues in Chicago on January 11, 1973, presided over by baseball commissioner Bowie Kuhn, the owners voted to allow the AL, which lagged behind the NL in both scoring and attendance to put the designated hitter rule into practice. The NL resisted the change, and for the first time in history, the two leagues would play using different rules. In addition, the introduction of the designated hitter marked the biggest rule change in major league baseball since 1903, when it was decided that foul balls would be considered strikes. Though it initially began as a three-year experiment, it would be permanently adopted by the AL and later by most amateur and minor league teams. On April 6, 1973—Opening Day—Ron Blomberg of the New York Yankees became the league's first ever designated hitter. In his first plate appearance, he was walked on a full count by the Boston Red Sox pitcher Luis Tiant. From the beginning, baseball purists decried the designated hitter in bitter, moralistic terms, arguing that it took away from baseball's integrity. The rift between pro- and anti-designated hitter fans has continued into the present day. At first, the designated hitter rule did not apply to any games in the World Series, in which the AL and NL winners met for the world championship. From 1976-1985, it applied only to Series held in even-numbered years, and in 1986 the current rule took effect, according to which the designated hitter rule is used or not used according to the practice of the home team.



1989, Reagan Gives Farewell Address -

After eight years as president of the United States, Ronald Reagan gives his farewell address to the American people. In his speech, President Reagan spoke with particular enthusiasm about the foreign policy achievements of his administration. In his speech, Reagan declared that America "rediscovered" its commitment to world



Royole FlexPai's Foldable SmartPhone is the first genuine foldable smartphone. The phone features a bendable 7.8-inch AMOLED screen that's made out of flexible plastic and has a 1440p resolution. Running along the back of the FlexPai is a hinge, which allows users to bend the device in half as if they are closing a book. The FlexPai has been available in Beijing since October and was set to start selling in the US and UK back in December. The FlexPai costs \$1,318 for the 6GB of RAM/128GB variant and \$1,469 for the 8GB of RAM/256GB version. It might not be the most refined device, but it's a glimpse of things to come.



Karma Revero With BlackBerry QNX Technology is the world's first safety-certified digital cockpit that enables secure Android apps in the car. It features six cameras for real-time data to be delivered to the QNX Platform. On the inside, the Karma features studio quality audio from MQA which has been integrated with BlackBerry QNX Acoustics Management Platform 3.0 to provide high-quality sound. In addition, BlackBerry QNX also has an integrated IBM Watson into the digital cockpit so it can communicate with the driver through speech.

freedom in the 1980s. The United States was "respected again in the world and looked to for leadership." The key, according to the president, was a return to "common sense" that "told us that to preserve the peace, we'd have to become strong again after years of weakness." Reagan proudly enumerated the successes of his vigorous foreign policy: achieving peace in the Persian Gulf, forcing the Soviets to begin departing from Afghanistan, and negotiating for the withdrawal of Vietnamese troops from Cambodia and Cuban forces from Angola. These efforts were all waged against communism, the ideology that Reagan believed was the main threat to freedom. "Nothing," he stated, "is less free than pure communism." Reagan's Cold War record was a bit more complicated than he described. One of the costs of America's renewed "strength" was vastly increased defense expenditure, which helped create a national debt of over one trillion dollars. Peace in the Persian Gulf was temporary, as the Gulf War—which erupted during the presidency of Reagan successor George Bush—later demonstrated. Finally, the Iran-Contra scandal revealed that the Reagan administration employed some questionable means to reach its anticommunist ends—specifically, a complicated scheme involving covertly selling weapons to Iran and illegally supplying the Contra forces in Nicaragua. Nonetheless, the achievements of his administration gained him much favor with the American public, and Ronald Reagan left office as one of the most popular modern U.S. presidents.

Upcoming Events

Fri. 01/11 - Crop Production, Grain Stocks, USDA Supply & Demand, Winter Wheat Seedings

Mon. 01/14 - Export Inspections

Tues. 01/15 - NOPA Crush

Thurs. 01/17 - Export Sales, Jobless Claims, Housing Starts and Pmts

Tues. 01/21 - Martin Luther King Jr Day, Full Moon (Some Markets Closed)

Tues. 01/22 - Export Inspections

Thurs. 01/24 - Jobless Claims

Fri. 01/25 - Export Sales, Cattle on Feed

Mon. 01/28 - Export Inspections

Tues.-Wed. 01/29-01/30 - FOMC Meeting

Thurs. 01/31 - Export Sales, Jobless Claims, Personal Income

Fri. 02/01 - Unemployment, Grain Crushings

Mon. 02/04 - Export Inspections

Tues. 02/05 - Chinese New Year

Thurs. 02/07 - Export Sales, Jobless Claims



BotBoxer's AI Robot Boxer is a new workout device classified as the world's first AI robotic boxing bag. BotBoxer includes infrared motion and pressure sensors as well as artificial intelligence, which is designed to learn your technique and respond accordingly to a boxer's movements. The BotBoxer can also analyze a boxer's feet and body position to determine their stance letting it predict where you're about to hit it. This new sports technology will retail at \$20,000.



Gillette's Heated Razor now promises that luxury of a hot towel wet shave in an easier way. The razor has a metal gold-colored bar that heats up in less than a second to 110 degrees Fahrenheit, which will heat your shaving gel or bar-of-soap lather and your skin in the process. The blade will cost \$160 when it eventually gets to stores in late 2019.

Fri. 02/08 - Crop Productions, USDA Supply & Demand

Mon. 02/11 - Export Inspections

Thurs. 02/14 - Valentine's Day

Fri. 02/15 - Retail Sales, NOPA Crush

Mon. 02/18 - President's Day (Some Markets Closed)

Tues. 2/19 - Full Moon, Export Inspections

Wed. 02/20 - Housing Starts & Pmts

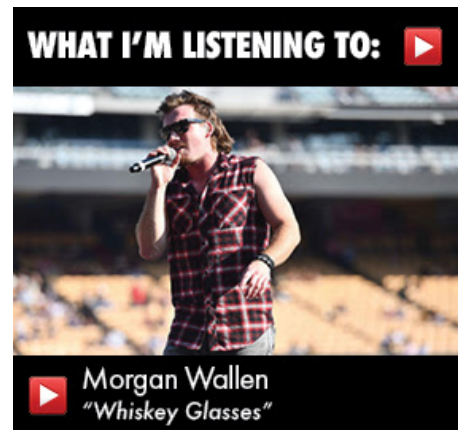
Thur. 02/21 - Jobless Claims

Fri. 02/22 - Export Sales, Cattle on Feed/Cold Storage

Mon. 02/25 - Export Inspections

Thurs 02/28 - Export Sales, Jobless Claims

Kevin's Song of the Week



Kevin's Song of the Week



FARM TANK

Tweets of the Day



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



Kansas City Chiefs ✓

@Chiefs

Following

Set the tone before kickoff 🔥

#LetsRoll 🏈

#LetsRoll 🏈

#LetsRoll 🏈



NFL ✓

@NFL

Following

8 teams remain! #NFLPlayoffs



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.



BAMWX
@bamwxcom

Following

#MOwx #ILwx #INwx #OHwx A possible significant snow storm is in the cards this weekend across portions of the Midwest/Ohio valley. We are updating clients multiple times per day via text & email. Stop losing money on the free stuff. You can inquire for access here: info@bamwx.com



Farm Direction
RECIPES

★ **FAMILY FAVORITES** ★
-SENT IN BY OUR READERS-

**Captain Morgan
Jamaican
Banana Bread**

CLICK TO SEE RECIPE



Beer Money Pulling

@beermoneypull

Following

#johndeere #tractorpull @agxplore has the Remedy



Greg Peterson

@MachineryPete

Following

Come on Mother Nature...Bring It





John Cole
@JCEastleigh

Following

Blocked! #1970s style



Sports Moxy
@sports_moxy

Following

Focus on your path and ignore the competition.

HAVE YOU
EVER MET A
HATER DOING
BETTER
THAN YOU?
ME NEITHER...

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:

What do you serve that you cannot eat?

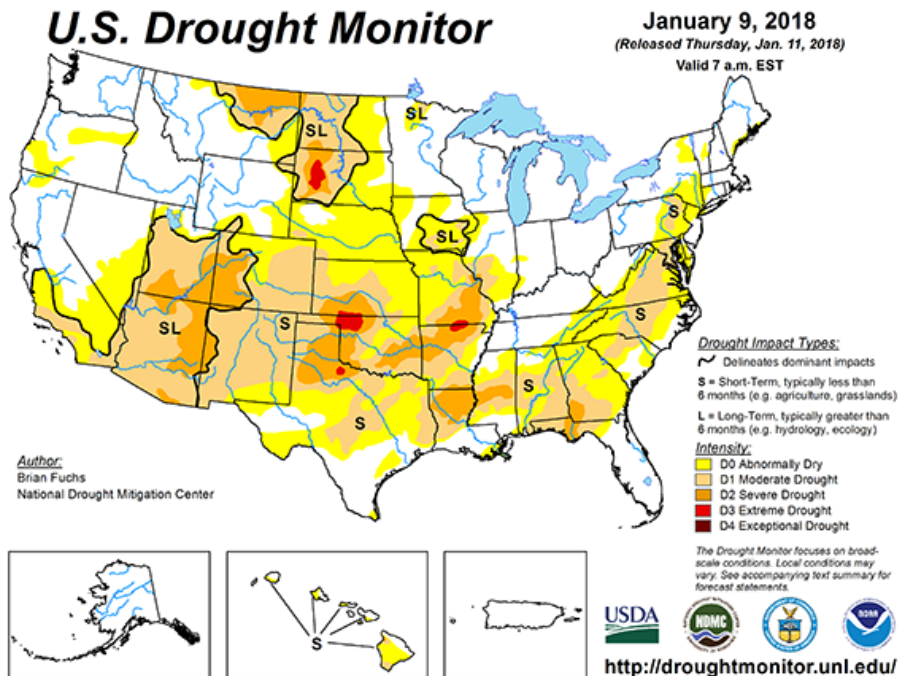
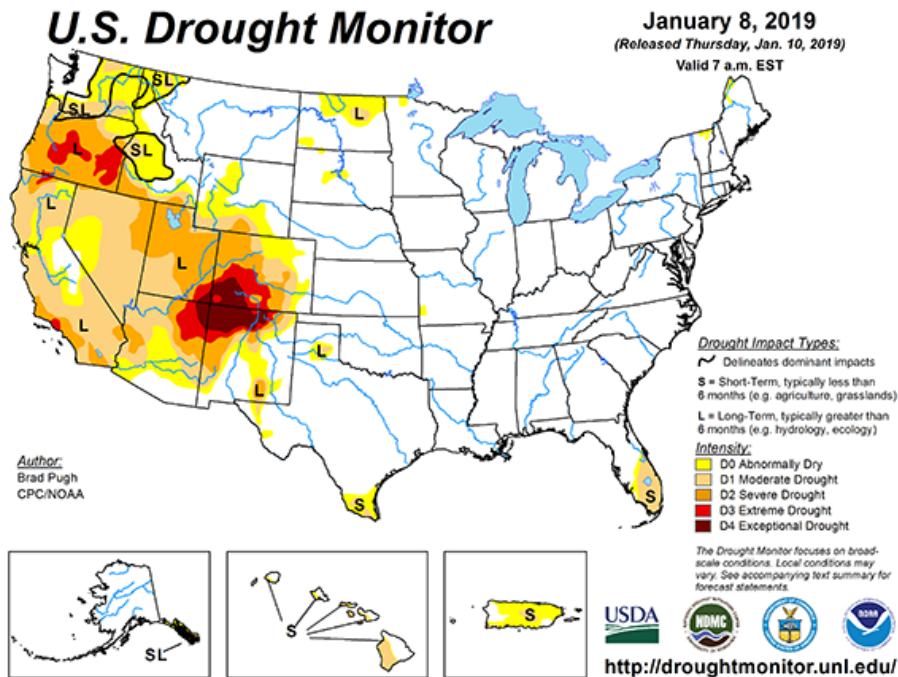
Weather forecasts are calling for snow or ice to develop from the east central Plains through the central Midwest region Friday night into Saturday. These areas will likely experience delays to travel and transport during this time frame. Following this period, conditions will improve again. No significant threat to the soft red winter wheat crop during the next 10 days. AS for the southern Plains, a favorable weather pattern remains in place, particularly for winter wheat. No damaging cold weather is in sight.



Forecasters Are Calling for A Weak El Nino This Spring: *There is a 65% chance of an El Nino weather pattern emerging during the northern hemisphere spring this year according to government weather forecasters. However, given the timing and that a weak event is favored, significant global impacts are not anticipated during the remainder of winter, even if conditions were to form according to the National Weather Service's Climate Prediction Center. Remember, the last El Nino occurred from around 2015 to 2016 and caused weather-related crop damage, fires and flash floods. Interestingly, just a few months ago, the Climate Prediction Center issued a 90% chance that warm El Nino water would develop this winter. As of now, that prediction is not panning out. The Sea Surface Temperatures out in the Pacific Ocean are indicating more neutral conditions.*

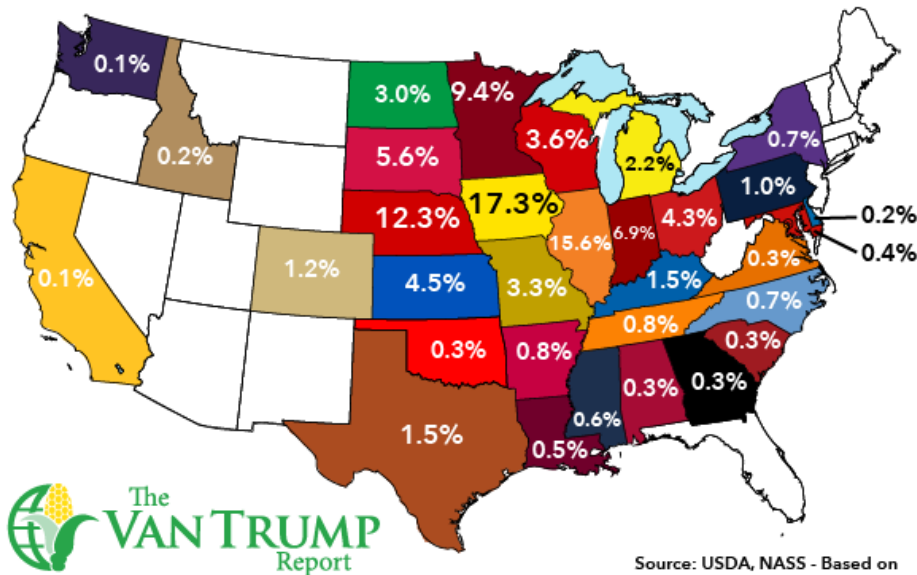
Corn price are slightly higher this morning, but have pulled back about -10 cents from mid-week highs. Bears argue weakening demand and talk that perhaps the USDA will need to trim export, ethanol and feed usage estimates in the days or weeks ahead. Without Chinese buying headlines the market is left to focus on the facts. Ethanol production has clearly weakened in comparison to what's needed to to meet the USDA's estimate. Feed usage and exports are also in question. Obviously if the Chinese were to step in as buyers of corn, ethanol and DDGs the entire dynamics could quickly change. Unfortunately, we still haven't seen that as of yet and the bulls have started to backpedal a bit, fearing the trade talks may continue to drag out. We are also hearing some mixed estimates out of South America. There's been some talk of weather hiccups and uncertainty, but at the same time CONAB just bumped their Brazilian corn estimate

slightly higher and the Rosario Exchange pushed their Argentine corn estimate higher. I should also note, the latest drought monitor was released. I included it below. As you can see, there's very little concern of dry conditions across the Midwest, especially when compared to last year. Bears argue this will help entice more corn acres as producers will like the improved odds of planting into a better soil profile. Personally, I could see us eventually getting a nice bullish bounce if it stays abnormally wet and or creates more extreme planting difficulties this Spring. Remember, overly wet conditions are often more difficult to navigate than dry conditions early in the cycle. Regardless, the map is interesting to consider and debate. Have a great weekend!



U.S. Corn Production by State 2018

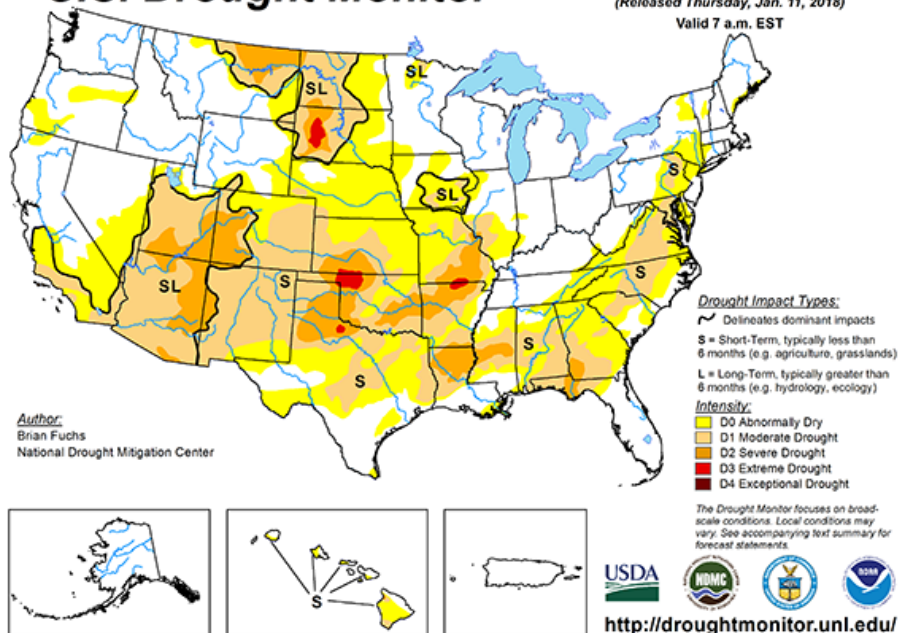
Total U.S. Corn Production: 14,625,974,000 Bushels



Soybean prices are higher this morning, but it feels like bulls have backpedaled lately on lack of Chinese specifics regarding trade and talk of President Trump canceling his trip to Davos, where many thought he would meet with Chinese leaders to discuss a possible trade resolution. There's also talk that bulls weren't too excited about the updated CONAB Brazilian production numbers. Lots of bulls were looking for a more aggressive cut to Brazil's production. Basically they cut from 120.06 down to 118.8 MMTs, while many in the trade have been hearing numbers sub-115.0. Like I've said all week, it's still a bit early, it's tough to gauge and get accurate data right now, so you have to be careful to not bite on the rumors. Similar type of story surrounding Chinese trade. Yes, the overall environment has improved, but the trade is uncertain how things will be playing out in the weeks and months ahead. Is this only a short term buying window for the Chinese? Will the Chinese again halt the purchase of U.S. Soybeans following the March 1st deadline? Is there enough Chinese demand nearby to shrink U.S. ending stocks to sub-700 million? I still think there is another run to the upside, I'm just concerned how far down the bears can pull the market in the interim? There's still weather issues and concerns brewing in South America. I also believe there's still a much bigger bullish Chinese story eventually coming down the pipe. As with all markets, timing is everything. Again, that's why I say shoot when the ducks are in the air. You have to be willing to price bushels and reduce risk when the media and headlines are overweight to the bullish side. Perhaps something fresh or new will develop over the weekend or early next week. We can't afford for the bears to stay up to bat too long or they could do more serious technical damage and trigger more computer based selling pressure. I had some one write in and ask me how I knew we would setback towards the end of this week. I certainly did not know for sure, but I had a hunch when I started hearing some big traders talk about a possible meeting between President Trump and Chinese leaders during the last week in January at Davos. Once I started hearing that, I became concerned that we could stall out or enter into a period of very little fresh news or limited headlines. This was also when several weather forecasters were starting to become more uncertain about the South American weather, thinking perhaps the yield drag or bleeding has mostly been stopped. Since we were trading at the upper end of the range and bumping up against stiff technical resistance (200-DMA) on the charts, I felt we would need something fresh or new in the headlines to breakout. That didn't seem like it was going to happen. It felt like the SAM weather was stalling a bit and the Chinese negotiations were going to be bumped forward with no formal or official agricultural announcement. The government shutdown going into extra innings with no reporting also limits bullish headlines. Hence, I'm still concerned we might be in a period of limited fresh new headlines. This allows the bears to take some swings. I hope we can come in Monday to some additional weather worries in Brazil. If that doesn't play out, we could continue to take steps backwards as probably not much happens with Washington or Beijing. Again, I stress the importance of "time". If you are sitting on old-crop bushels and a bit cash strapped, your play calling is going to be much different than someone like myself who has all major old-crop risk removed and 30% of their estimated new-crop production priced/hedged. I've often referenced it to a head football coach not looking at the scoreboard and not paying attention to the clock. I suspect he wouldn't be coaching for long... Make sure you have clearly defined your "timing" goals, a 90-day pricing window is vastly different than a two-year pricing window.

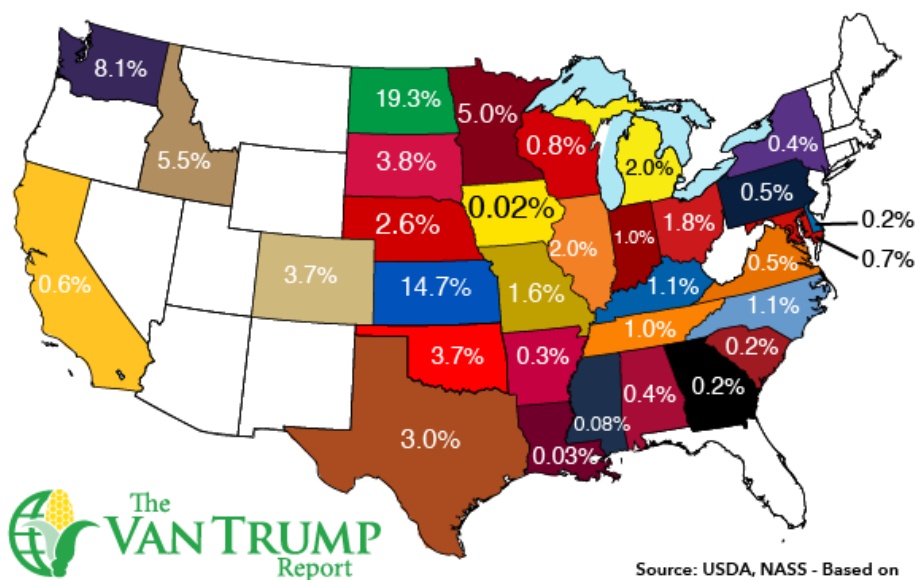
U.S. Drought Monitor

January 9, 2018
(Released Thursday, Jan. 11, 2018)
Valid 7 a.m. EST



U.S. Wheat Production by State 2018

Total U.S. Wheat Production: 1,884,458,000 Bushels



> **Brazil Soybean Crops Cut Back Again:** Agroconsult has cut its forecast on Brazil's soybean crop to 117.6 MMY, a reduction of 5.2 MMT. Weather of course is the culprit causing the cutbacks across the industry. I'm told the corn forecast by Agroconsult now stands at 95.6 MMT

> **The President To Speak At Ag Farm Bureau Convention:** President Trump is schedule to speak, for the second year in a row, to the largest U.S. farm group, the American Farm Bureau Federation, on Monday at its centennial convention in New Orleans.

> FDA Trying To Restart High-Risk Food Inspections: *FDA officials are working to get routine high-risk food safety inspections back up and running after the agency was put into furlough due to the government shutdown. High-risk food includes seafood, soft cheese, fresh fruits and vegetables, spices, shell eggs, infant formula and medical foods. Everything should be in place by next week and the head of the FDA noted that only a small number of the roughly 8,400 inspections the agency routinely conducts each year have been stopped or delayed. FDA typically conducts about 160 food facility inspections per week, about a third of which are considered high risk. (Source: FDA)*

> EPA Stops Plan to Let Minors Handle Pesticides: *On the same day that President Trump nominated Andrew Wheeler to be EPA administrator, the agency said it would withdraw a proposal to set a minimum age of 16 for farmworkers to handle, mix, or apply pesticides, down from the age 18 limit specified in a 2015 regulation.*

> Slow Developing But Still Expecting El Niño: *Conditions remain ENSO-neutral as all four Niño indices decreased the past couple weeks. From what I understand, sea surface temps remain above normal and there has not yet been a clear confluence of atmospheric conditions to the ocean. I'm told CPC still has a 65% prediction that an El Niño will develop soon and continuing through at least spring. Experts believe it will be a weak event with minimal global impacts expected.*

> Romaine Lettuce Is Now Safe To Eat Again: *U.S. health officials have declared an end to the E. coli outbreak blamed on romaine lettuce from California. From October to December, the E. coli outbreak sickened 62 people in 16 states. Investigators traced the bacteria strain to a reservoir at a farm in central California. No new illnesses have been reported for a month and the problem lettuce has all been taken off the shelves. (Source: AP)*

> Iran is Holding A U.S. Navy Veteran Hostage: *Iran confirmed it is holding U.S. Navy veteran Michael R. White at a prison in the country, making him the first American known to be detained under President Donald Trump's administration. White's detention adds new pressure to the rising tension between Iran and the U.S., which under Trump has pursued a maximalist campaign against Tehran that includes pulling out of its nuclear deal with world powers. Keeping our eye on this one. (Source: AP)*

> Oracle Replaces AT&T as Home for the San Francisco Giants: *No longer will the San Francisco Giants play in the AT&T stadium as Oracle paid more than \$200 million for the naming rights over 20 years, Bloomberg reported. Oracle clinched the naming rights just as it is losing its rights to the home of the Golden State Warriors, as the team moves to the new Chase Center.*

> Macy Drags Retail Stocks Down: *Macy's shares fell 16% after the company reported weak holiday sales for 2018 and cut its earnings outlook for the year. I'm told that Macy's online sales in November and December as well as at stores operating for at least 12 months were up a combined 1.1%. Other retail stocks including Target, Kohl's, Victoria's Secret, Nordstrom's and J.C. Penney's, fell back as well. (Source: CNBC)*

> New Look at the Periodic Table: *The Periodic Table is a thing of beauty, but it can also feel pretty mysterious, especially if the last time you studied it was back in grade school. Now is a great time to get reacquainted as the International Year of the Periodic Table celebration marks 2019 as the 150th anniversary of Dmitri Mendeleev's discovery of the Periodic System, a way of organizing elements. The United Nations calls it "one of the most significant achievements in science, capturing the essence not only of chemistry, but also of physics and biology." Element Collection offers up one of the most visually interesting takes on the table with a version that pairs images to each element. You may see a nugget of gold, a puddle of mercury or an image of Albert Einstein to go along with Einsteinium. The photos are striking. Click [HERE](#) to enlarge graphic. (Source: CNet)*

The image is a periodic table of elements, where each element is represented by a small icon depicting its common use. The table is organized into groups and periods, with elements numbered 1 through 118. The icons range from a sun for Hydrogen to a light bulb for Iodine, and a rocket for Rutherfordium. The table is divided into sections: Alkali Metals, Alkali Earth Metals, Transition Metals, Noble Gases, Lanthanides, and Actinides. The bottom section is labeled 'Superheavy Elements' and includes elements 119 through 120.

Alkali Metals Group 1

Alkali Earth Metals Group 2

Transition Metals

Noble Gases Group 18

Superheavy Elements

radioactive, never found in nature, no use except atomic research

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Northern Illinois – We farm corn on corn. We haven't messed with soybeans in the last 5 years simply because the nasty white mold problem that we could not get on top of no matter what we did. It seems to just jump around every year when we rotated our soybeans from corn, so we just decided to try corn on corn for 5 years and it's been good. Our plan, early in the year was to switch back to a soybean and corn rotation because our agronomist believes the mold has more then likely been killed off. But I am not planting soybeans with our land cost unless I can get at least \$10 so the markets might keep us in the corn on corn rotation. I think a lot of guys have already locked seed in or they are in the process. Since we have frozen up, I have been staring at the same mud holes for 2-3 months, they just refuse to go away. Our rotation will be decided in the next 30 days because we have to get seed locked in to ensure we get the best seed.

Central Missouri – We farm mostly alfalfa, a little bit of triticale and some Sudan grass. Most of what we harvest is sold to a local dairy but if we are not able to get it harvested early enough then we have a feedlot that will buy the heavier bales. It's a better market to actually sell to the dairy but if rain kicks us back then we always have a back up plan. This year we went 70+ days mid-summer without a drop of rain which dropped our cutting from about 7 to 4. We got a later than normal cutting, but it was maybe half what we harvest even for the dairy so I'm not going to count that one. We grow the triticale and Sudan because the dairy likes to mix it in their rations and they basically pay us to grow it along with several other operations around us. When we finally started to get rain, it was too late for this year, but it will help jump start our alfalfa for next year.

CROSSING WIRES

A place to share intelligent thoughts...

Soil Health: The Next Agricultural Revolution: David Montgomery, professor of geology at the University of Washington and author of several books including his most recent, *Growing a Revolution*, believes soil health is the next agricultural revolution and has traveled the world to prove it. In the research for his book, Montgomery visited farms that are building soil and soil organic matter. The practices these farms had in common were no plowing or no-till, keeping the ground covered year round using cover crops, and growing diverse crop rotations to reduce weeds and insects, or what he calls "conservation agriculture." Sharing some of his visits he tells of David Brandt, a farmer in Carroll, Ohio has practiced no-till farming for 44 years. His farming costs are \$320 per acre while his corn yields 180 bushels per acre. He also uses only 1 quart of Roundup herbicide per acre. By contrast, Brandt's neighbor plows his fields, pays expenses of \$500 per acre, and uses five times as much Roundup. His corn produces yields of only 100 bushels per acre. According to Montgomery, the need to build soil goes beyond the debate over conventional and organic farming methods, "It centers on a different perspective on how soil health works in both systems, and it's about how to build soil and look at soil as an ecological system." Bottom line... Montgomery sees soil health with its focus on building soil biology as the new agricultural revolution supplanting the green revolution and its focus on chemicals and biotechnology. Read more [HERE](#).

U.S. is Falling Behind with Having Babies: Americans are having fewer and fewer babies, and according to a new government report, we now aren't making enough to replace ourselves. I'm told that for our population to reproduce itself at current numbers, the "total fertility rate" needs to be 2,100 births per 1,000 women of childbearing age over their lifetime. But the latest data show a current rate of just 1,765.5 per 1,000, or 16% below the number needed to keep the population stable without additions through immigration. From what I understand the total fertility rate has been declining steadily for seven years, but the numbers for 2017 represent the biggest drop in recent history. Experts say the decline isn't due to a single cause, but rather a combination of several factors, including changing economics, delays in childbirth by women pursuing jobs and education, the greater availability of contraception, and a decline in teen pregnancies. Get more insights [HERE](#).

EyeQue VisionCheck New Tech May Take Optometrist Out of the Loop: Next time you want to get your eyes tested, you may not have to visit the optician — you could test your eyes yourself at home using a new gadget that was named an Innovation Awards Honoree at CES 2019. The EyeQue VisionCheck is an automated optical device that lets you measure your eyes' refractive error, which is the numerical description of short- or long-sightedness that needs to be corrected with glasses. Using a smartphone app and a motorized optical scope along with a cloud-based platform, you can now check your eyes at home. The optical scope attaches to the smartphone screen and uses Bluetooth to send data collected from your eyes to the phone, making it a cheap and mobile way to test eyesight. I should mention the information collected by the scope can then be used to measure eye features like focus and astigmatism that cause vision limitations, and can give you a prescription-like measure of what eyeglasses you need to correct your vision. This is sure to be useful for the growing number of people who order glasses online instead of visiting an optometrist. Just another disruption! Read more [HERE](#).

What the Future of Human Mobility Could Look Like: Toyota's ongoing bid to modernize wheelchairs has borne some fruit. I should mention the automaker has been running a \$4 million Mobility Unlimited Challenge for the last three years and now is unveiling the five finalists. I'm told that all of them promise to rethink how people with mobility issues get around -- in some cases, without using a wheelchair at all. One such project, the Qolo, is a hybrid exoskeleton and wheelchair that can sit or stand, allowing you the possibility to talk to standing people at eye level without losing the advantages of a conventional chair. Other additions are similarly clever. Moby, an Italdesign-made service that would provide wheelchair users access to electric devices to help them get around town, much like a bike sharing company. The finalists each receive \$500,000 to help develop their products, but you'll have to wait until 2020 to hear about the winner, who receives \$1 million for their efforts. Learn more about the future of mobility [HERE](#).

Pilot Displayed Incredible Helicopter Skills In French Alps Rescue: Video from a recent mountain rescue in the French Alps show just how precise the pilot was in maneuvering his copter into position in the dangerous situation. Incredibly he was able to place himself in a daring yet necessary position to make the rescue, leaving his moving blades just inches from hitting the ground. From what I understand, Nicolas Derely, who took the footage, explained in a Facebook post that he was out skiing in

the Pass of Anterne in Passy, France, with his family and his son's friend, Bruno Tissier, when Tissier slipped and hurt himself while going up the mountain. You can watch the short video [HERE](#).

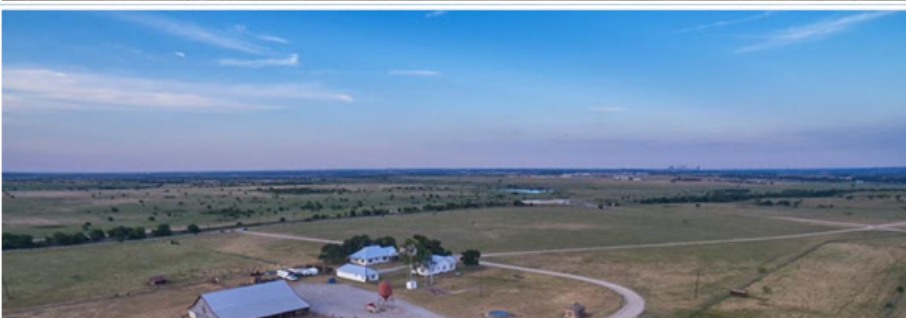


America's Most Expensive Ranches For Sale

I love looking at some of America's most expensive ranches. These bad boys range in price from \$60 to \$250 million, and are a quarterly snapshot of the most expensive ranches currently listed for sale throughout the United States. Four of the properties on this list hail from Texas, where ranches currently for sale include incredible legacy property in the wilds of West Texas to real estate owned by T. Boone Pickens. Elsewhere, land for sale covers prized coastline near Santa Barbara and the best wilderness spaces in Colorado and Idaho, plus a newcomer in the scenic rolling hills just

south of Nashville, Tennessee. I thought I'd share the top five but if you want to take a deeper dive and see more properties, click [HERE](#) . (Source: [Land.com](#))

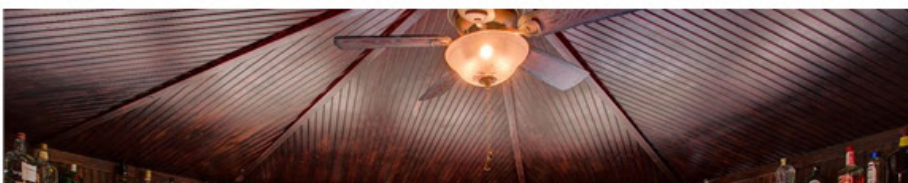
Veale Ranch, Texas - \$95,000,000: *Veale is a unique real-estate opportunity just 11 miles from downtown Fort Worth, Texas. Occupying 3,790 acres across Tarrant and Parker counties, the working cattle ranch has been owned by the Veale family since 1935. It was listed for sale at \$95 million through Republic Ranches on September 27, 2017. The Historic Veale Ranch is a very rare offering, available to only the best of land stewards and most savvy investors. Seldom does a ranch of this magnitude come on the market in the DFW area. The vistas are stunning, rolling plains are mesmerizing, and the future opportunities are limitless. Once part of the James Corn Ranch, which encompassed about 55,000 acres in the late 1800s, this ranch was originally purchased by Monroe Veale and his mother Ida Ward Veale. The heirs are descendants of families that settled this area and in Stephens County. To this day they continue the long legacy of proper and conservative range management, preservation of a deep rooted history in Texas ranching, and a remarkable level of care and compassion for the land as some of Texas finest ranch stewards.*

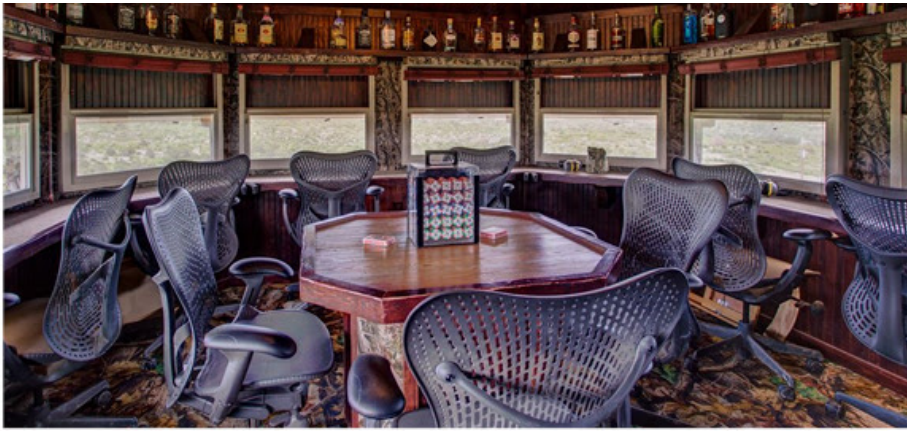




Rancho Agua Grande, Texas - \$100,000,000: Listed on June 21, 2016, Rancho Agua Grande is an exceptional live-water ranch in southwest Texas, boasting an incredible diversity of terrain across its 17,132 acres. Split by seven miles of the year-round Live Oak Creek, which is fed by more than 30 springs, the ranch supports abundant wildlife, from local game to non-native wildlife species including kangaroos, camels, zebras, gemsbok and water buffalo. Along with its impressive bonafides as a commercial hunting venue, the ranch features eight antique cabins plus an expansive 6,000-square-foot lodge for hosting private events or corporate retreats. Lots of diversity in the land as the shady pecan bottom along the creek stands in contrast to the rugged hills and deep canyons that characterize the transitional landscape. The ranch is home to Boiling Mountain, the highest peak in Uvalde County, and Salmon Peak, the highest point in Kinney County.







Cross Mountain Ranch, Colorado - \$100,000,000: Located in northwestern Colorado, the 54,176 deeded acre Cross Mountain Ranch represents one of the largest and most diverse recreational and operating ranches on the market today. A wildlife preserve stretching over four counties and 168,000+/- acres of leased National Forest, BLM, State and Park Service lands, the ranch is home to North America's largest elk herd. It is an ecologically diverse landscape with several miles of river frontage on the Yampa, Little Snake and Williams Fork rivers and numerous other streams, lakes and ponds. Meticulously planned and expertly constructed over a period of 25 years by a spirited environmentalist whose commitment to conservation still flows through the property today, this distinctive ranch plays a vital role in the state's conservation efforts as a wildlife preserve and home to a 16,000-acre sage grouse habitat as well as North America's largest elk herd. Now, on the market for the first time in nearly three decades, interested buyers have the chance to acquire the property as a whole for \$100 million or portions of the ranch can be purchased separately: Osterhouse Ranch, Egry Mesa Ranch and Pyramid Ranch.



Sandow Lakes Ranch, Texas - \$250,000,000: SLR covers 33,800 acres and is for sale at \$250 million. I'm told manufacturing giant Alcoa Inc. listed its Texas land holdings for sale in April 2017. From what I understand the property includes 14 lakes comprising 1,960 surface acres and almost 50,000 acre-feet of water; an additional 44,000 acre-feet of water per year are permitted from the local Simsboro aquifer, plus another 18,000 acre-feet from the Little River governed through a 1950s diversionary rights agreement. All water rights transfer with sale of the property, along with some oil and gas mineral rights on certain acreage throughout the property. If you love to hunt or fish then have no worries as the land is surrounded by an award-winning habitat including fish, birds and other wildlife that thrive across the property. Wildlife species include whitetail deer, wild hogs, javelina, bobcats, coyotes, turkey, dove and quail. Birds include the American bald eagle, red tail hawks, mallards, wood ducks, teal, cranes, great blue herons, cormorants, pelicans and geese. Fisherman will be in heaven as they seek to land hybrid Florida bass, largemouth bass, smallmouth bass, striped bass, bluegill, red ear perch, tilapia, channel catfish, crappie, sunfish perch and chad. Maybe there is an Airbnb opportunity for the rest of us!!



Mesa Vista Ranch, Texas - \$250,000,000: In 1971, T. Boone Pickens purchased approximately 2,900 acres along the south side of the Canadian River in Roberts County, Texas and over the years began to assemble additional adjoining land positioned along the Canadian River corridor. Today the Mesa Vista Ranch comprises over 100 square miles of prime Eastern Texas Panhandle ranch land. As Boone's assemblage continued, he spent millions and millions of dollars to make Mesa Vista one of the best improved ranches in the United States. He used cutting edge conservation practices to enhance the wildlife on the property. Today Boone proudly boasts that the Mesa Vista Ranch is, the world's best quail hunting. Don't forget about the Lodge Compound with multiple support structures, which is located in a manicured, tree covered park-like setting. It is common to view whitetail deer and turkey in the

mornings and afternoons, with turkey roosting in the trees in the late evening. This Lodge Compound has been the major gathering area for Boone's family and guests over the years.

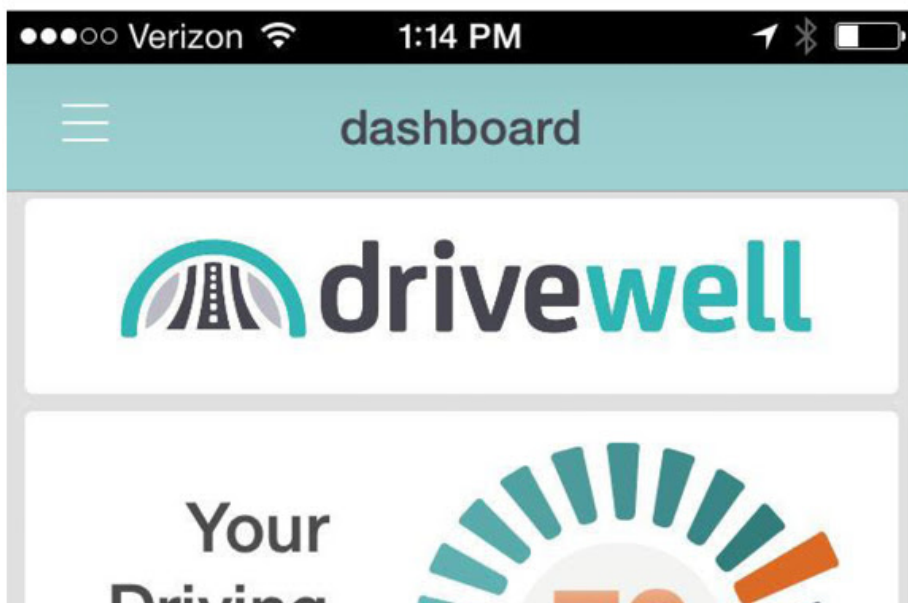




How Distracted Are Drivers?

In the next 2 minutes, 5 people will die and over 400 will be injured on the roads. SoftBank recently backed Cambridge Mobile Telematics, a company that tracks how distracted you are while driving, with a \$500 million investment. Cambridge Mobile Telematics' mission is to make roads safer around the world by making drivers less distracted. The company currently works with over 40 customers in over 23 countries accurately measuring driving performance for insurance pricing, providing incentives for improving driving quality, lowering operating costs by reducing crash rates, and

automating processing functions for some claims for companies like State Farm and Liberty Mutual. They've recently created a new app available on the App Store and Google Play called DriveWell, which gives users and companies feedback about their driving. The DriveWell app automatically detects when driving starts and stops and uses phone sensors to measure driving dynamics. The app will also show users trip summaries, details on maneuvers, and gives feedback about how to become a better driver. DriveWell provides actionable insights on driver behavior like phone distraction, at-risk speeding, and hard braking to auto insurers, vehicle fleets, automakers, wireless carriers, and government agencies. The program consists of three components to accurately measure driving performance and vehicle dynamic including mobile sensors and app SDK, telematics processing, and behavioral analytics. Users of DriveWell see an average reduction of 35% in phone distraction, 20% in hard braking, and 20% in at-risk speeding all within less than 30 days of using the program. The app also offers competitions and rewards for all of its users such as free coffee, gift cards, and cash rewards from sponsoring businesses. I have to imagine most fleet owners and insurance companies are eventually going to start using something like this to create a matrix or collection of data about our driving habits. Not only could the collection of data help save lives, but I suspect drivers will be more respectful to the commercial vehicles they are driving knowing their every move is being monitored, recorded and tracked. If you would like to learn more you can visit the Cambridge DriveWell site [HERE](#) (Source: Cambridge Mobile Telematics)



Driving Score



You vs Friends



Your last trip rating

6/21/14, 9:32 PM

13.9 km

15 mins



From Needham to Brookline

Score breakdown

Harsh acceleration



Harsh cornering



Phone motion



Harsh braking



Speeding



DANGEROUS AT ANY SPEED:

DISTRACTED VS. DRUNK DRIVING

Cambridge Mobile Telematics (CMT) surveyed more than 700 drivers to learn more about distracted driving – the motivations, fears, and possible cures.

WHAT DID WE FIND?

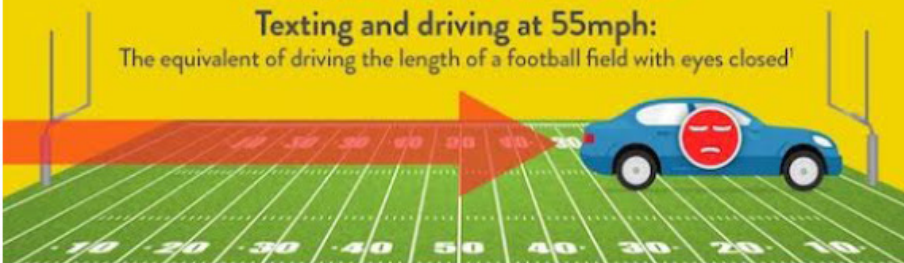
63% of drivers are more afraid of distracted drivers than drunk drivers.



FATAL DISTRACTIONS

Texting and driving at 55mph:

The equivalent of driving the length of a football field with eyes closed¹



0.54
SECONDS

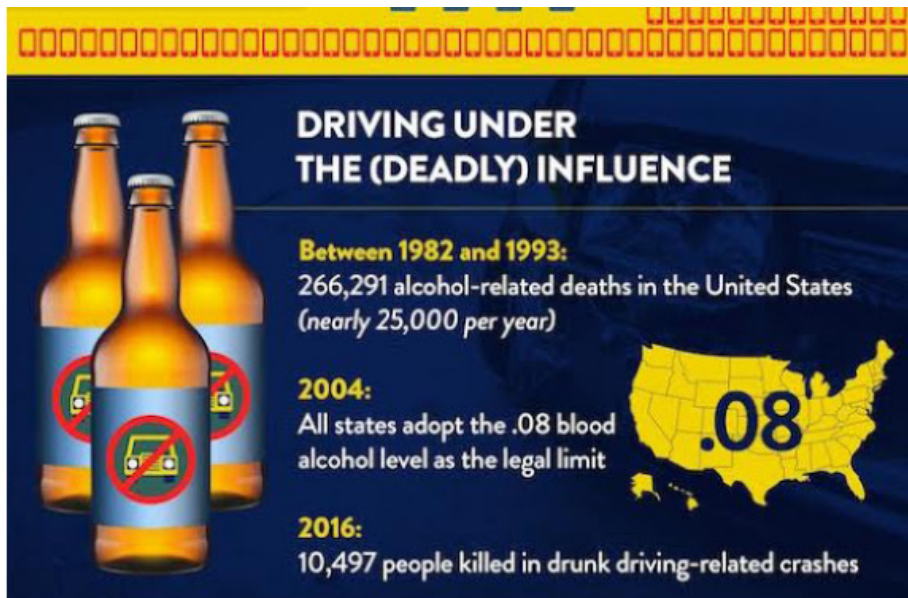
How long it takes a sober person to hit the brake

If intoxicated, add
4 FEET
of distance to their
reaction time



If texting, add
70 FEET
of distance to their
reaction time²





Pay Attention to Your Pennies...

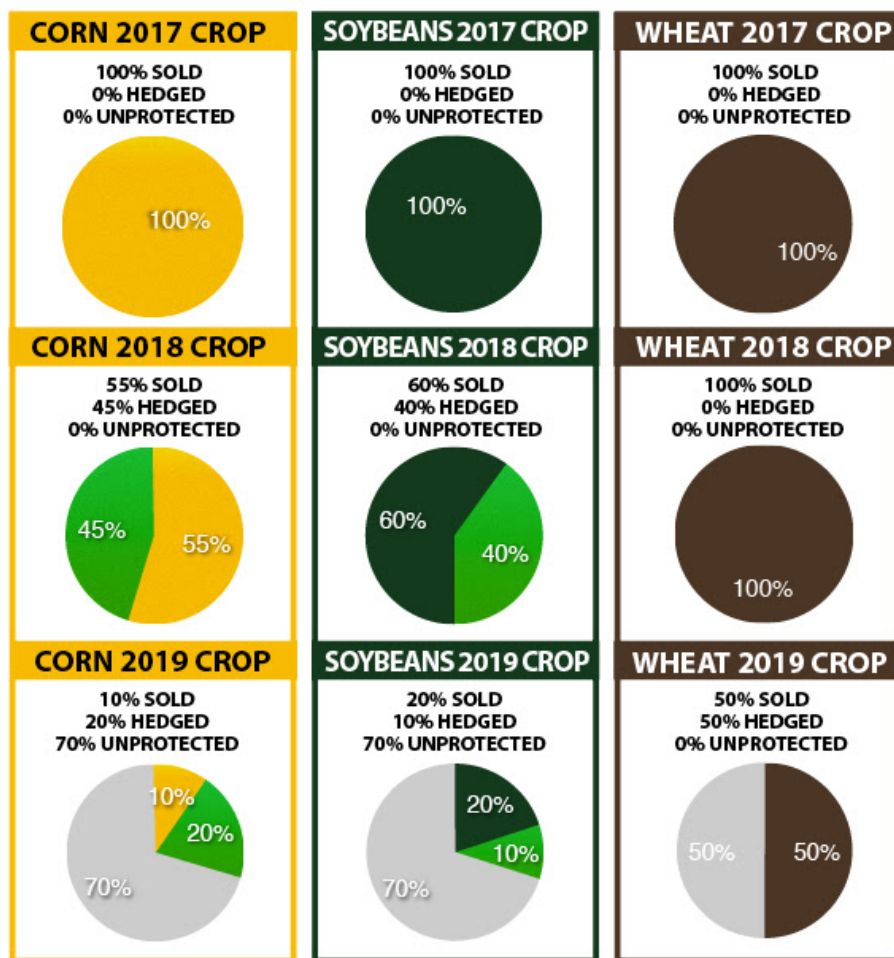
A penny that a Massachusetts teenager found in his change from lunch money could now be worth as much as \$1 million. The story behind the penny is crazy and what really caught my attention. In the 1940s, copper was considered a strategic metal, largely because of World War II, as it was used to make shell casings, telephone wire and other wartime necessities. To preserve the metal, 1943 Lincoln pennies were made of zinc-coated steel, but a tiny fraction of the pennies put into circulation wound up using real copper. Almost as soon as the pennies were pressed, rumors began to emerge that some copper cents had made their way into circulation by mistake. The frenzy had become so heightened that it was speculated that car magnate Henry Ford would give a new car to anyone who could give him one of these copper pennies. Interestingly, for a long time no one could find any of the copper penny mistakes. In fact, many people started to doubt the story was real. The U.S. government initially denied its existence. The rumors of the copper penny, described as "the Holy Grail of mint errors," were eventually proven true after it was found out that copper planchets – which are actually made of bronze – had become lodged in the trap doors of the mobile tote bins used to feed blank coins in the presses at the end of 1942. The planchets went unnoticed and eventually "became dislodged and were fed into the coin press, along with the wartime steel blanks. Heritage auctions reported, "despite relentless searching by eager collectors over a period of more than 70 years, only a handful of legitimate specimens have ever been discovered." Heritage also disclosed on its website, "PCGS CoinFacts estimates the surviving population at no more than 10-15 examples in all grades." Here's where the story gets fun, a 16-year old named Don Lutes Jr. was in his high school cafeteria in the Spring of 1947. He and his family had heard all of the stories about the penny and had made it a habit to always check their change. On this lucky day, the lunch lady returned young Don some change and it included the insanely rare 1943 copper penny. Looking for guidance, the Lutes family asked the U.S. Treasury for guidance and was told it had not made any 1943 copper pennies. Luckily for Lutes heirs, he decided to keep it in his collection anyways. Lutes passed away in September and the coin was found in his collection. (Source: [Heritage Auctions](#))



ANSWER to riddle: Tennis Ball

CASH SALES & HEDGING TOTALS

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