

GOOD MORNING: 03/13/19 Farm Direction - Van Trump Report

1 message

The Van Trump Report <reply@vantrumpreport-email.com>

Wed, Mar 13, 2019 at 7:19 AM

Reply-To: Jordan <reply-feb16747563037d-314_HTML-36250946-100003450-1@vantrumpreport-email.com>

To: info@farmdirection.com



"Life is inherently risky. There is only one big risk you should avoid at all costs, and that is the risk of doing nothing." – **Denis Waitley**

WEDNESDAY, MARCH 13, 2019
[Printable Copy](#) or [Audio Version](#)

Morning Summary: Stocks are again mixed this morning. Bulls argue that the global economy probably bottoms here in Q1 or early-Q2. Bears argue that U.S. corporate earnings may have already peaked as costs have increased as well as some negative shifts in the underlying landscape, which ultimately could bring increased margin pressure. I'm not seeing or hearing a lot of big traders calling for an economic recession, but rather an earnings recessions based on shrinking margins, reduced CapEx spending, and a glut of increased inventories. Remember, many of the companies negatively impacted by the trade conflicts are now sitting on much larger inventories and will need to chew through that inventory before profit margins begin to pick back up. When does that happen? That seems to be the big debate. Many inside the trade believe we are still racing under the "yellow flag", which some like to call the "caution flag". For our non-NASCAR fans, the "yellow flag" is simply a universal signal that notifies and requires drivers to slow down due to a hazard on the track, typically an accident, a stopped car, debris, light rain, etc... Once the hazardous conditions are cleared from the track, a "green flag" is waived, drivers slam the pedal-to-the-metal and the racing resumes. Most traders I know, think we could start racing under the "green flag" again in the second-half of 2019 or perhaps not until early-2020. Hence, the reason I continue to talk about the stock market trading in a range during the next few months. Despite what could be positive knee-jerk headlines associated with trade deals or other one-time events, I don't see U.S. corporate earnings and margins vastly improving nearby. I'm not saying we are going to feel a wave of negative pressure in the economy, but rather perhaps a setback in gross margins and bottom-line profits for U.S. corporations. In turn, that causes valuations to be questioned and keeps the bulls from being able to fully accelerate. My thoughts, if the stock market sentiment becomes more bearish as corporate earnings estimates and margins are squeezed, I'll be looking to be a buyer on the break. I don't know if we fully retest the market lows posted back in late-December, but I do believe the market will again get depressed, especially after hearing countless and continued headlines about earnings reductions and lower profit margins. Again, this is not any type of enlightened or radical thinking, I'm simply pointing out the obvious and the fact the U.S. stock market can be characterized by racing under yellow and green flags throughout its history. Perhaps it's more characterized by the psychological cycles shifting between fear and greed? Despite the big recovery in early-2019, I still think we are racing under the "yellow," and may continue to race under the "yellow" for several more months. Today the trade will be digesting new Mortgage Applications, Durable Goods, the Producer Price Index, and new Construction Spending.

U.K. Parliament Votes Down May's Brexit Deal: *British lawmakers rejected Theresa May's Brexit divorce deal for a second time. U.K. lawmakers will vote later today on whether Britain should leave the EU on March 29 without any agreement. If they vote for no deal, lawmakers will get a third vote tomorrow on whether to delay the March 29 exit date. (Source: The Wall Street Journal)*

Spotify Premium Now Includes Hulu For No Extra Cost: *Spotify recently announced that Spotify Premium now includes a free subscription to Hulu's ad-supported plan for the same price of \$9.99 a month. Spotify Premium users will still need to watch commercials during playback, but the offer will help them save the \$5.99 per month Hulu charges for the plan. This new deal is being offered right now and it is available to new as well as existing users of Spotify's Premium*

Today In History



1781, William Herschel discovers Uranus - The

German-born English astronomer William Herschel discovers Uranus, the seventh planet from the sun. Herschel's discovery of a new planet was the first to be made in modern times, and also the first to be made by use of a telescope, which allowed Herschel to distinguish Uranus as a planet, not a star, as previous astronomers believed. Herschel, who was later knighted for his historic discovery, named the planet Georgium Sidus, or the "Georgian Planet," in honor of King George III of England. However, German astronomer Johann Bode proposed the name "Uranus" for the celestial body in order to conform to the classical mythology-derived names of other known planets. Uranus, the ancient Greek deity of the heavens, was a predecessor of the Olympian gods. By the mid-19th century, it was also the generally accepted name of the seventh planet from the sun. The planet Uranus is a gas giant like Jupiter and Saturn and is made up of hydrogen, helium, and methane. The third largest planet, Uranus orbits the sun once every 84 earth years and is the only planet to spin perpendicular to its solar orbital plane. In January 1986, the unmanned U.S. spacecraft Voyager 2 visited the planet, discovering 10 additional moons to the five already known, and a system of faint rings around the gas giant.



1836, Houston Retreats From Santa Anna's Army -

Less than a week after the disastrous defeat of Texas rebels at the Alamo, the newly commissioned Texan General Sam Houston begins a series of strategic retreats to buy time to train his ill-prepared army. Revolutionary Texans had only formally announced their independence from Mexico 11 days earlier. On March 6, 1836, the separatists chose Sam Houston to be the commander-in-chief of the revolutionary army. Houston immediately departed for Gonzales, Texas, where the main force of

streaming service in the US. If you are already a Spotify Premium subscriber, you can add Hulu by logging into the "Your Services Page" on Spotify's website. New Spotify users will get access to both services for 30 days for free then start paying \$9.99 per month. In addition, those who signed up for last year's Spotify and Hulu partnership will automatically have their \$12.99-per-month rate lowered to \$9.99. Keep in mind, the deal runs until June 10th and Spotify's \$14.99 family plans are not eligible for the offer. Apple also recently announced it will hold an event on March 25th, which many experts believe the company is highly likely to introduce its new video streaming service.

Dick's Sporting Goods to Remove Guns From 125 Stores: Dick's Sporting Goods will stop selling firearms at 125 of its stores, further pulling back from the business after it decided last year to tighten policies on gun sales. (Source: SeekingAlpha)

NCAA Men's Basketball Conference Tournaments Start Today: NCAA Men's Basketball Conference tournaments start today for the Big 12, Big Ten, Big East, Pac 12, and SEC. The only big conference that has already started their tournament is the ACC, which started with two games last night. The Big 12 conference tournament will be held in Kansas City, the Big East in New York City, the Big Ten in Chicago, the Pac 12 will be in Las Vegas, the SEC will be in Nashville, and the ACC in Charlotte. Out of the Big 12 Texas Tech is the favorite to win it all, followed by K-State and KU. The Big-10 shows Michigan State as the favorite. Villanova is favored in the Big East. Washington is favored in the Pac 12. Tennessee is favored in the SEC, followed by Kentucky. The ACC has three teams picked to win it all Virginia, Duke, & North Carolina. It should be an exciting few days of basketball right before March Madness!



FARM TANK

Tweets of the Day



the revolutionary army was stationed. When he arrived, he found that the Texan army consisted of 374 poorly dressed and ill-equipped men. Most had no guns or military experience, and they had only two days of rations. Houston had little time to dwell on the situation, because he learned that the Mexican general Santa Anna was staging a siege of the Alamo in San Antonio. Before Houston could prepare his troops to rush to aid the defenders, however, word arrived that Santa Anna had wiped them out on March 6. Scouts reported that Santa Anna's troops were heading east toward Gonzales. Unprepared to confront the Mexican army with his poorly trained force, Houston began a series of strategic retreats designed to give him enough time to whip his army into fighting shape. Houston's decision to retreat won him little but scorn from the Texas rebels. His troops and officers were eager to engage the Mexicans, and they chafed at Houston's insistence on learning proper field maneuvers. Houston wisely continued to organize, train, and equip his troops so they would be prepared to meet Santa Anna's army. Finally, after nearly a month of falling back, Houston ordered his men to turn around and head south to meet Santa Anna's forces. On April 21, Houston led his 783 troops in an attack on Santa Anna's force of nearly twice that number near the confluence of Buffalo Bayou and the San Jacinto River. With the famous cry, "Remember the Alamo," the Texans stormed the surprised Mexican forces. After a brief attempt at defense, the Mexican soldiers broke into a disorganized retreat, allowing the Texans to isolate and slaughter them. In a stunning victory, Houston's army succeeded in killing or capturing nearly the entire Mexican force, including General Santa Anna, who was taken prisoner. Only two Texans were killed and 30 wounded. Fearful of execution, Santa Anna signed an order calling for the immediate withdrawal of all Mexican troops from Texas soil. The Mexicans never again seriously threatened the independence of the Lone Star Republic.



1868, Impeachment Trial of Andrew Johnson Begins -

For the first time in U.S. history, the impeachment trial of an American president gets underway in the U.S. Senate. President Andrew Johnson, reviled by the Republican-dominated Congress for his views on Reconstruction, stood accused of having violated the controversial Tenure of Office Act, passed by Congress over his veto in 1867. At the outbreak of the Civil War in 1861, Johnson, a U.S. senator from Tennessee, was the only senator from a seceding state who remained loyal to the Union. Johnson's political career was built on his defense of the interests of poor white Southerners against the landed classes; of his decision to oppose secession, he said, "Damn the negroes; I am fighting those traitorous aristocrats, their masters." For his loyalty, President Abraham Lincoln appointed him military



Jon Erlichman
@JonErlichman

Following

Jeff Bezos net worth: \$138 billion

Valuations:

Best Buy

Target

Macy's

Sears

JC Penney

The Gap

Barnes & Noble

Nordstrom

Kohl's

Office Depot

Dollar General

Big Lots

Dillard's

\$131 billion
(combined)



governor of Tennessee in 1862, and in 1864 Johnson was elected vice president of the United States. Sworn in as president after Lincoln's assassination in April 1865, President Johnson enacted a lenient Reconstruction policy for the defeated South, including almost total amnesty to ex-Confederates, a program of rapid restoration of U.S.-state status for the seceded states, and the approval of new, local Southern governments, which were able to legislate "black codes" that preserved the system of slavery in all but name. The Republican-dominated Congress greatly opposed Johnson's Reconstruction program and passed the "Radical Reconstruction" by repeatedly overriding the president's vetoes. Under the Radical Reconstruction, local Southern governments gave way to federal military rule, and African-American men in the South were granted the constitutional right to vote. In March 1867, in order further to weaken Johnson's authority, Congress passed the Tenure of Office Act over his veto. The act prohibited the president from removing federal office holders, including Cabinet members, who had been confirmed by the Senate, without the consent of the Senate. It was designed to shield members of Johnson's Cabinet like Secretary of War Edwin M. Stanton, who was appointed during the Lincoln administration and was a leading ally of the so-called Radical Republicans in Congress. In the fall of 1867, Johnson attempted to test the constitutionality of the act by replacing Stanton with General Ulysses S. Grant. However, the U.S. Supreme Court refused to rule on the case, and Grant turned the office back to Stanton after the Senate passed a measure in protest of the dismissal. On February 21, 1868, Johnson decided to rid himself of Stanton once and for all and appointed General Lorenzo Thomas, an individual far less favorable to the Congress than Grant, as secretary of war. Stanton refused to yield, barricading himself in his office, and the House of Representatives, which had already discussed impeachment after Johnson's first dismissal of Stanton, initiated formal impeachment proceedings against the president. On February 24, the House voted 11 impeachment articles against President Johnson. Nine of the articles cited his violations of the Tenure of Office Act; one cited his opposition to the Army Appropriations Act of 1867 (designed to deprive the president of his constitutional position as commander in chief of the U.S. Army); and one accused Johnson of bringing "into disgrace, ridicule, hatred, contempt, and reproach the Congress of the United States" through certain controversial speeches. On March 13, according to the rules set out in Section 3 of Article I of the U.S. Constitution, the impeachment trial of President Johnson began in the Senate. U.S. Supreme Court Chief Justice Salmon P. Chase presided over the proceedings, which were described as theatrical. On May 16 and again on May 26, the Senate voted on the charges brought against President Johnson. Both times the vote was 35 for



Cory
@CoryRitter

Following

Had an experience today. Went for an airboat ride. One of the captains rescued a bald eagle that was injured and drowning in the lake.



conviction and 19 for acquittal, with seven moderate Republicans joining 12 Democrats in voting against what was a weak case for impeachment. Because both votes fell short—by one vote—of the two-thirds majority needed to convict Johnson, he was judged not guilty and remained in office. Nevertheless, he chose not to actively seek reelection on the Democratic ticket. In November, Ulysses S. Grant, who supported the Republicans' Radical Reconstruction policies, was elected president of the United States. In 1875, after two failed bids, Johnson won reelection to Congress as a U.S. senator from Tennessee. He died less than four months after taking office at the age of 66. Fifty-one years later, the U.S. Supreme Court declared the Tenure of Office Act unconstitutional in its ruling in *Myers v. United States*.

Upcoming Events

Thurs. 03/14 - Export Sales, Jobless Claims, Retail Sales

Fri. 03/15 - NOPA Crush

Sun 03/17 - St. Patrick's Day

Mon. 03/18 - Export Inspections

Tues.-Wed. 03/19-31/20 - FOMC Meeting

Wed. 03/20 - Spring Begins, Full Moon

Thurs. 03/21 - Export Sales, Jobless Claims

Fri. 03/22 - Cattle on Feed, Cold Storage

Mon. 03/25 - Export Inspections, New Home Sales

Thurs. 03/28 - Export Sales, Jobless Claims, Hots & Pigs Report

Fri. 03/29 - Personal Income, Grain Stock, Prospective Planting

Mon. 4/1 - April Fool's Day, Export Inspections, Crop Progress

Wed. 4/3 - US Trade Balance

Thurs. 04/04 - Export Sales, Jobless Claims

Fri. 04/05 - Unemployment Data, Consumer Credit

Mon. 04/08 - Export Inspections, Crop Progress

Tues. 04/09 - Crop Production, USDA Supply & Demand

Thurs. 04/11 - Export Sales, Jobless Claims

Mon. 04/15 - NOPA Crush, Export Inspections, Crop Progress

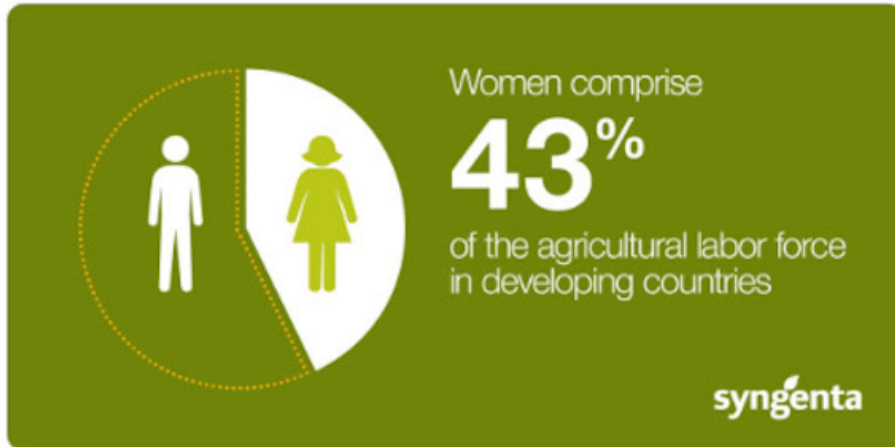
Tues. 04/16 - Retail Sales



Syngenta ✓
@Syngenta

Following

This week is @UN Int'l Womens Day which highlights the important contributions women make to #ag & #nutrition. How can we support #womeninag to help close the yield gender gap? #IWD2019 ♀



Thur. 04/18 - Export Sales, Jobless Claims, Cattle on Feed

Fri. 04/19 - Good Friday, Full Moon

Mon. 04/22 - Easter Monday, Export Sales, Crop Progress

Tues. 04/23 - Cold Storage

Thurs. 04/25 - Export Sales, Jobless Claims

Mon. 04/29 - Export Inspections, Crop Progress, Personal Income

Kevin's Song of the Week



Kevin's Song of the Week



AG of the World

@AGofTheWorld

Following

This is a four generation picture with my dad, grandpa and great grandpa in front of our house at the time. This is where my love of farming began.



The Old Man Club

@TheOldManClub

Following

#RETWEET if you know this Car.



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



History In Pictures
@HistoryInPics

Following

Cigarettes were promoted as being good for health, till early 1950s.

According to repeated nationwide surveys,

More Doctors Smoke **CAMELS** than any other cigarette!

Doctors in every branch of medicine were asked, "What cigarette do you smoke?" The brand named most was Camel!

You'll enjoy Camels for the same reasons so many doctors enjoy them. Camels have cool, cool mildness, pack after pack, and a flavor unmatched by any other cigarette. Make this sensible test: Smoke only Camels for 30 days and see how well Camels please your taste, how well they suit your throat as your steady smoke. You'll see how enjoyable a cigarette can be!

THE DOCTORS' CHOICE IS AMERICA'S CHOICE!

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.

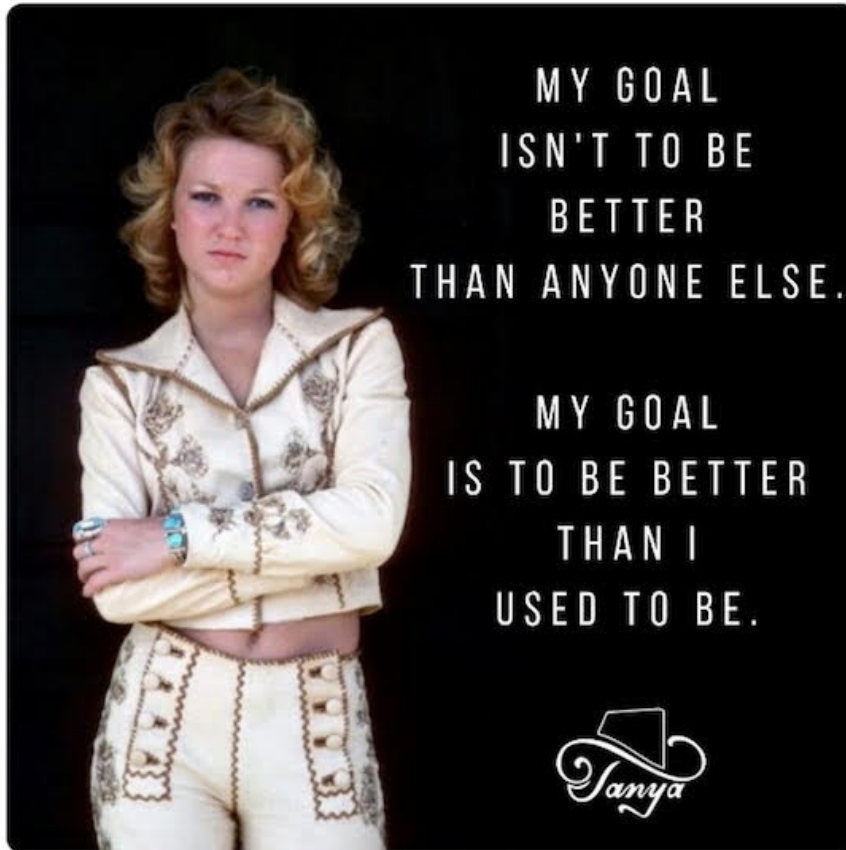
I never initiate a "short" position in a market that I am "bullish" longer-term, nor do I initiate a "long" position in a market I am "bearish" longer-term.




Tanya Tucker ✓
@tanya_tucker

Following

... until the day I die. 😊 #motivationmonday



neuro mining



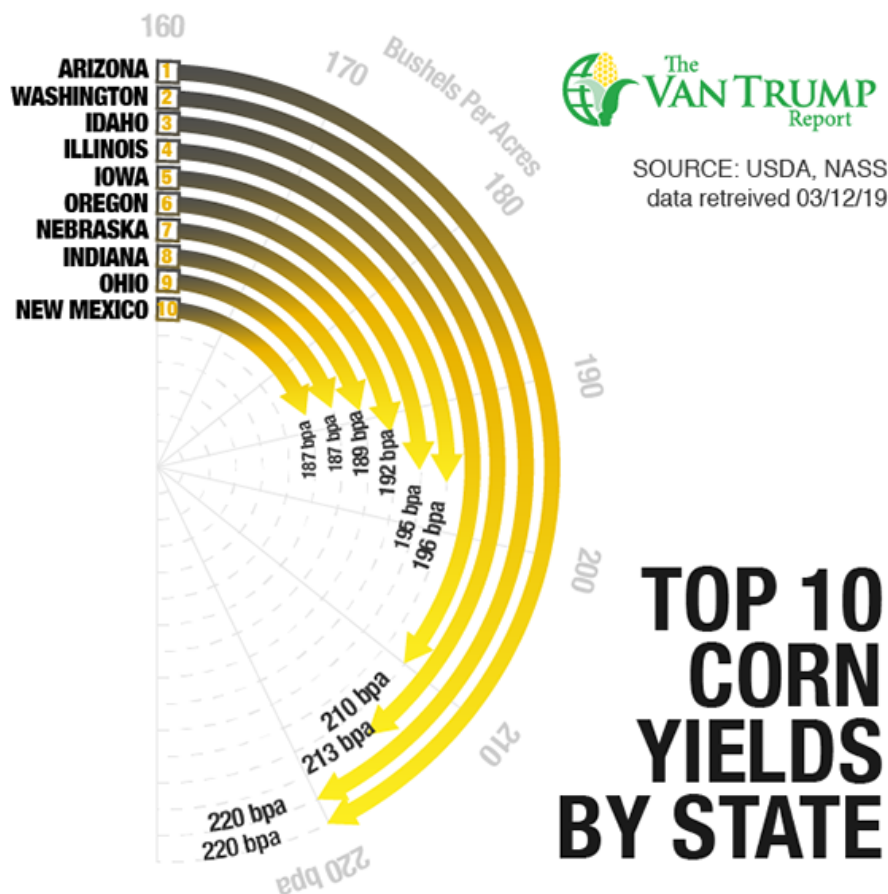
As we age, it gets harder and harder to create new neural pathways in the brain. It's the reason kids find it so easy to learn new things, but as adults it often gets more difficult. Doing brain teasers and solving riddles can be an important part of keeping our brain healthy. The more connections we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

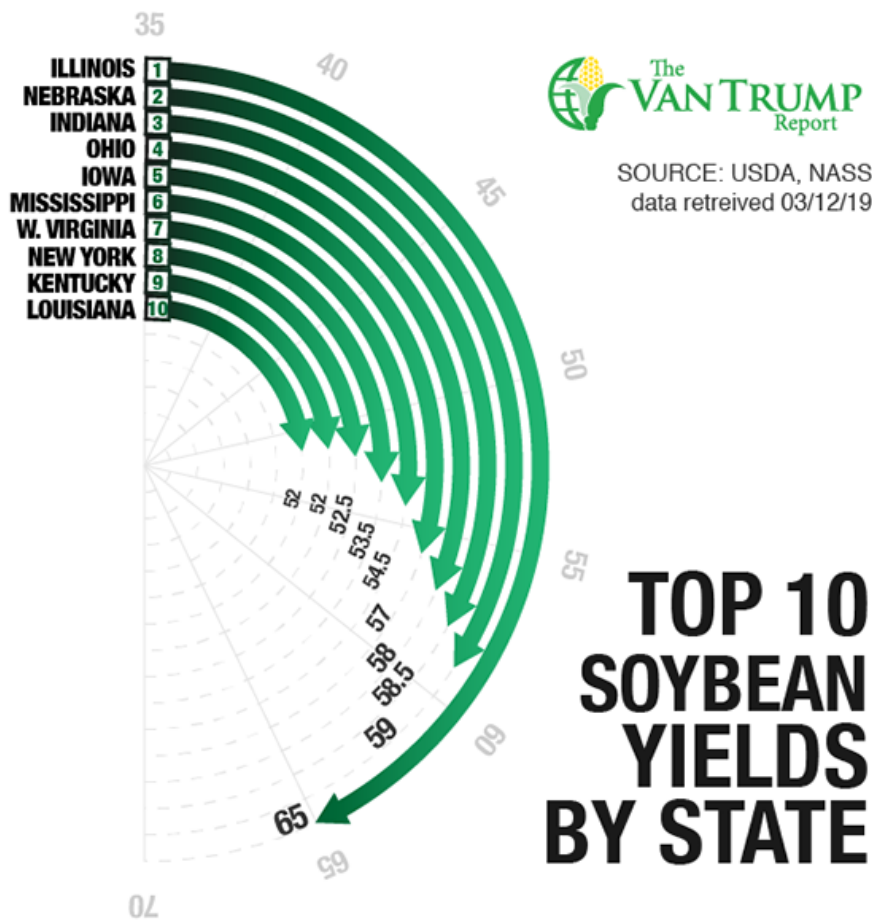
Can you rearrange the letters in new door to make one word?

Corn prices are giving back a bit of yesterday's gains. Bulls were happy to hear the EPA is taking the steps needed to get E15 approved for year-round use. Current restrictions prevent E15 from being sold between June 1st and September 15th. There's some debate if they can get everything in place and approved to have much of an impact this summer and increase the demand for ethanol. At the same time, it would be huge if we could ink a deal with the Chinese and kick back up our exports of U.S. ethanol and DDGs. Bulls are also talking about heavy rains and difficult field conditions heading into

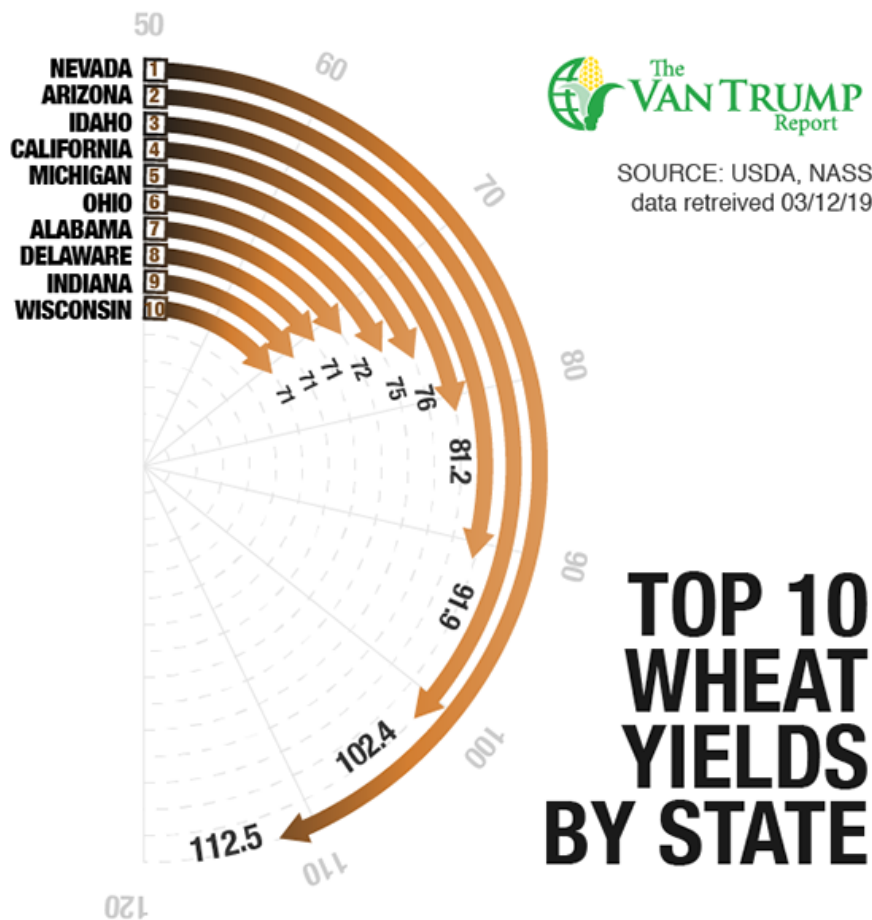
planting season. I've talked to a ton of producers who are still trying to figure out their acres. Many have held off on purchasing all of their chemicals and some other inputs simply because they are uncertain about how things will play out with the weather, prices, etc... Another thing I continue to hear, is more producers talking about "preventive plant" and how all the numbers will pencil in 2019. As I've mentioned the past few weeks, I could see "preventive plant" acres jumping substantially higher this year compared to the past few years. Simply with a lot more producers asking and running the numbers tells me it's in the forefront of their mind and could be a possibility. Technically, I need to see the JUL19 contract close back above \$3.82 per bushel and the DEC19 close back above \$3.95 per bushel before I start talking about a bullish reversal. On the downside, the market is still talking about major support in the JUL19 contract down at \$3.70 per bushel, and down at \$3.83² in the DEC19 contract.



Soybean prices are lower this morning. Yesterday, bulls were happy to hear top U.S. Trade Representative Robert Lighthizer tell leaders attending a Senate Finance Committee hearing in Washington, "Our hope is we are in the final weeks of having an agreement." Unfortunately, he also stated there are still big issues that need to be worked out between the U.S. and China. "If those issues are not resolved in favor of the United States, we won't have a deal." Bulls were also happy to hear more talk of fewer planted acres here at home during 2019. I'm not necessarily in agreement with the sub-85.5 million acre estimate, but I understand the reasoning. Keep in mind, last year in the U.S. it was estimated that we planted 89.2 million soybean acres, the year before we planted 90.2 million acres. I suspect we will learn a bit more about acreage in the upcoming March 29th USDA report. Also providing a little bit of a tailwind was the fact Conab lowered its soybean production estimate for Brazil from 115.3 MMTs down to 113.4 MMTs, which is well below the 119.2 MMTs produced last year. AgRural revised their Brazilian production estimate slightly higher from 112.5 MMTs to 112.9 MMTs. The USDA is currently forecasting Brazil's production at 116.5 MMTs, so most in the trade are thinking that number could still be trimmed a bit lower. I wish I could get more bullish, but I'm still worried that without an official announcement by the Chinese and specifics about buying intentions for U.S. soybeans the market will continue to take two-steps forward and three-steps back. We could certainly catch a rally on an official trade deal being announced, but I continue to wonder and worry if it can hold?



Wheat prices are lower this morning as bulls try to hold on to yesterday's big gains. As I mentioned a few days back, there could easily be a "dead-cat bounce" as the market has become extremely over-sold. I'm still somewhat doubtful that we can hold the recent rally without some fresh U.S. export news or additional wide-spread weather concerns. I personally see a bullish story brewing, but I was also saying that when prices were +50 cents higher. And as of late, I've been dead wrong this market, zigging when I should have been zagging. This market certainly has me talking to myself right now... Fundamentally, I still want to argue that a U.S. weather story is in the mix, and I continue to talk to producers all across the country who are saying the wheat crop looks disappointing. Lets also keep in mind record low planted acres in the ground, cheap prices, and difficulty spring wheat planting conditions. There's also the chance of China still stepping in and buying larger quantities of U.S. wheat. The talk had been that China might be a buyer of 5 MMTs to 7 MMTs of U.S. wheat. The past several years China has generally purchased about 1.5 MMTs, so it would be a substantial upgrade. To this point the market hasn't seemed to care, so I'm hesitant to believe a light bulb all of a sudden went off, especially with the USDA estimating U.S. ending stocks north of +1.0 billion bushels. As a producer, I remain optimistic and want to stay extremely patient.



> **The Big 4 Grain Traders Join With Brazil in Railway Venture:** ADM, Bunge, Cargill, Louis Dreyfus and Brazil's Amaggi have commissioned a study on operating a 968 kilometer stretch of the BR-163 highway for 10 years. The highway is the leading grain artery to northern ports that were responsible for 28% of Brazil's soybean and corn exports in 2018, doubling their share in the last eight years. The companies are hoping that logistical investments will cut costs and remove the uncertainty of trying to move grains up north without a railroad. Every year, long lines of trucks form at certain towns in Mato Grosso and Pará state because of BR-163's poor condition.

> **USDA and Beef Industry Collaborating on Analysis of U.S. Cattle Production:** This is a full life-cycle study to help inform strategies for reducing its environmental footprint. The [first part](#) of the study found that the sector accounted for 3.3% of all U.S. emissions. The second set of data, expected to be made public within six months, will determine the environmental impact of the rest of the beef supply chain, such as processing, consumption and waste.

> **New Budget Would Also Cut Crop Insurance Payments:** President Trump's proposed budget would reduce the average premium subsidy for crop insurance to 48% from 62% and limit subsidies to producers that posted an adjusted gross income of half-a-million dollars or less. The proposal also requests tightening commodity payment limits, including eliminating a payment limit for peanut producers and limiting eligibility for commodity subsidies to one manager per farm. Like we reported yesterday, the President's budget is expected to be rejected by Congress, where Democrats control the House. While this blueprint won't become law, it will shape the budgetary battle among ag policymakers in the months ahead. (Source: Reuters)

> **U.S. Space Force Could Get First \$72 Million Next Year:** The Department of Defense is asking Congress for \$14.1 billion to invest in space operations, and a key part of that is the first allocation of funding for a Space Force. Pentagon wants \$72.5 million to establish a headquarters for the new, sixth military branch. President Trump released the broad details of his fiscal 2020 budget and requested a colossal \$750

billion for national defense. This is approximately a 5% increase over what Congress approved for fiscal year 2019. (Source: CNBC)

> \$2.5 Billion to Develop a 349-mile-long Extension Cord Across the Midwest:

Siemens AG is joining with a Danish investment fund to back an ambitious \$2.5 billion project to carry renewable electricity underground through the American heartland. The electrical-transmission line plans to carry wind and solar energy from Iowa into the Chicago area, according to the project's developer. The link would allow renewable energy from the Upper Midwest to travel all the way into the eastern U.S. by hooking up to the PJM Interconnection, the power grid that serves all or part of 13 states, including Illinois, Ohio, and Pennsylvania. Keep in mind, this will be capable of carrying 2,100 megawatts, which is the equivalent of a large nuclear power plant. Developers said they hope to have it operational by 2024. (Source: Wall Street Journal)

> PayPal Users Can Now Transfer Funds Instantly to their Bank Accounts:

PayPal users can now transfer money from the app to their bank accounts in real time. The company recently announced "Instant Transfer" for users who typically need to wait at least one business day for those funds to land in their bank. The instant-transfer feature is already rolling out to PayPal customers in the U.S. and should be available to businesses in coming weeks, according to PayPal. In addition, Venmo users will get the function in the near future.

> How Close are you to Being Able to Retire?: The Fidelity Retirement Score lets you know where you stand for retirement in a matter of 60 seconds. All you have to do is answer six simple questions like how old you are and how much you're saving for retirement each month to get your score and additional information about to better save for your retirement. Click [HERE](#) to take the test for yourself!

> Aladdin First Trailer Officially Released: Disney has released the official trailer for its live-action Aladdin, which comes after the teaser trailer during the Grammys. The film is directed by Guy Ritchie from a script by John August based on the 1992 animated classic. In addition, Aladdin is played by Mena Massoud, Princess Jasmine is played by Naomi Scott, and of course, the Genie is played by Will Smith. The film will be released in theatres May 24th. Click [HERE](#) to watch the trailer!

> Social Video Ad Spending Will Grow +44% Next Two Years: We forecast that social video ad spending in the US will reach \$14.89 billion in 2021, growing +44% from 2019. It will then account for 30.4% of total video ad spending. Facebook and YouTube are currently the dominant players in this space. (Source:eMarketer)

> Cities With the Most Ultra-Rich Residents: As of 2018, there is a total of 198,342 ultra high net worth individuals globally with assets over \$30 million, according to the most recent edition of Knight Frank's Wealth Report. Although these millionaires and billionaires can be found all over the globe, the reality is that most of the world's ultra-rich population tends to congregate in world-class cities. London continues to top the list, with a roster of 4,944 ultra-rich residents today and the projected growth over the coming years to eclipse the 6,000 mark by 2023. Tokyo has the second highest amount of UHNWIs today, but the city is adding them at a slower rate than other rival cities. As a result, Singapore will move into the #2 spot overall by 2023, with an expected total of 4,393 high net worth residents. The city with the most UHNWIs in the U.S. is New York City with 3,378. (Source: Visual Capitalist) click graphic below for larger view.

THE CITIES WITH THE MOST ULTRA-RICH RESIDENTS

Mapping the projected growth in UHNWIs between 2018 and 2023

In the world of wealth, persons with over \$30 million in net worth are referred to as **Ultra High Net Worth Individuals (UHNWIs)**.

Below is Knight Frank's annual tally of which global cities are home to the most UHNWIs, and what the forecast reveals in terms of future growth.

HOW TO READ THIS MAP

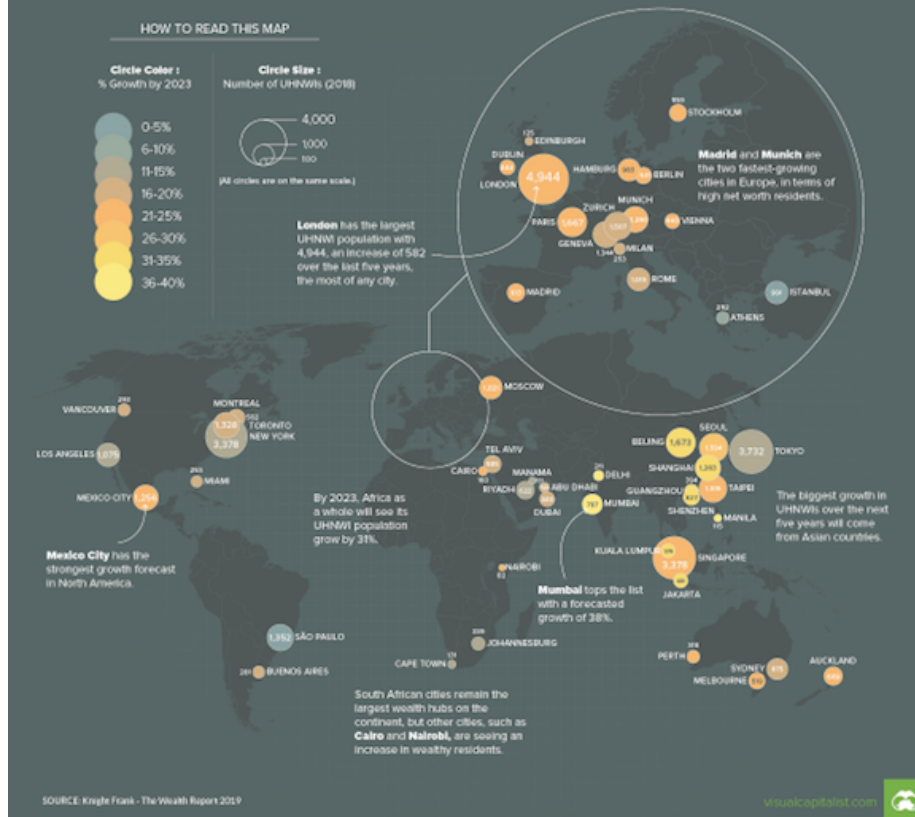
Circle Color :
% Growth by 2023



Circle Size :
Number of UHNWIs (2018)



London has the largest UHNWI population with 4,944, an increase of 582 over the last five years, the most of any city.



FROM THE FIELD

Westcentral Missouri – They called for showers on Tuesday, but we got a continuous downpour for hours. We will not be in the field until April or later by the looks of the standing water. We have more rain coming down the pipe Wednesday and they are calling for 100% chance. Based on the patterns we have seen over the last several months there's no doubt in my mind that we will get more. I would say we are about 2-3 inches in today and probably another inch tomorrow. We don't really even see temperatures into the 60's until late March so drying is not really an option at this point. Going to be a long spring.

Central Kansas – They are calling for another 2 inches of rain this week and you can pretty much bet we will get something. But even if by some stroke of luck, we turn hot and dry and the wind blows, we are still won't be able to run anything across the ground for at least a month. If you are a believer of the 90-day fog wife's tale then April is going to be wet as well. It has never been this wet this early in the year. We are going to have to totally rethink our herbicide program if this weather keeps up.

Southern North Dakota – We are sticking with a typical rotation this next year with the only change being we will sub out soybeans with sunflowers. For use it makes a few more dollars per acre and we are not betting our farm on whether we conclude this Chinese trade debacle. We have grown sunflowers in the past but got away from them about 4 years ago. We are looking at a -\$1.20 basis if we grow beans and there's no way to make that work for our operation so we need to pivot.

CROSSING WIRES

A place to share intelligent thoughts...

Indigo Ag Partners With Anheuser-Busch: Indigo Agriculture, and Anheuser-Busch, have announced a partnership focused on sustainable rice production. Indigo has committed to delivering 2.2 million bushels of Indigo Rice to Anheuser-Busch that is grown with specific environmental attributes by Indigo's contracted producers. From what I'm told, growers contracting with Indigo to produce rice for Anheuser-Busch will reduce water and nitrogen used by 10% and achieve at least 10% savings in greenhouse gas emissions compared to state benchmarks. This partnership is the first of-its-kind to offer growers an end-to-end solution that incentivizes the commercial production of sustainable rice. We've been saying for a while now that contracting with end-users is where lots in the industry see the supply chain going. It definitely is something you want to be aware of, meaning keep your eyes and ears open for opportunities to go direct. Read more [HERE](#) on the partnership.

Apple Announces Press Event on March 25... where it is widely expected to unveil its TV streaming services that will offer iPhone and iPad owners access to free original shows along with other streaming services. Wedbush Securities is particularly bullish on Apple's move into streaming, estimating 100 million users in just three years, believing that it's a potential game-changer. Insiders are saying that with Apple's "massive installed base and unmatched brand loyalty," reaching the 100 million subscription number is "a realistic goal. I'm told The new subscription could translate into a \$7 billion to \$10 billion annual revenue stream over time for Apple and a \$215 per share valuation for the stock in a bull-case scenario, Ives wrote. Shares of the iPhone maker gained more than 1% in Tuesday trading, adding to a gain of nearly 15% year to date. Read more [HERE](#).

NASA Waited 50 Years for This Experiment: During the Apollo missions, NASA smartly set aside some lunar materials knowing future scientists would likely be better equipped to analyze them. Now, nearly 50 years later, the space agency is giving a select group of researchers the extraordinary opportunity to study these unopened and untarnished samples. Nine proposals to study unopened Apollo samples were selected by NASA under its Apollo Next Generation Sample Analysis program, or ANGSA, according to a NASA Goddard press release. The lunar materials were collected during Apollo 15 (the fourth lunar mission, which began on July 26, 1971) and Apollo 17 (the sixth and final lunar mission, which commenced on December 7, 1972). Some of the returned samples were never opened to prevent possible contamination, while other lunar materials, after some initial processing, were re-sealed and placed in cold storage. Basically, scientists at NASA wanted to ensure the the integrity of lunar materials for later study, allowing future scientists—equipped with new technologies and new questions—to take a look. Find out what they are hoping to find [HERE](#).

Benefitting From Failure's Lesson is a Process: Failure has no shortage of platitudes singing its praises. It's the best teacher, of course as we're supposed to "fail forward" and "fail fast." Paraphrasing U.S. President Theodore Roosevelt, it's better to do mighty things, even checkered by failure, than to have never tried at all. But the next time you make a big work-related blunder or your project crashes, take note of exactly how many people rush forth to congratulate you on the amazing learning experience you just had. It's more likely that you're going to be managing negative feelings and fallout from the failure. "The idea that we should embrace failure, and that failure is a great teacher, is in many ways in direct conflict with the way we actually respond to failure," says Susan Baroncini-Moe, CEO of Indianapolis-based Baroncini-Moe Executive Coaching, LLC. The competing expectations or ideas about behavior related to failure can make us feel worse—like we're failing at failing, she adds. Read more [HERE](#) to learn the process of learning from failure.

Musk Puts His Futuristic Home on Market for \$4.5 Million: Tesla and SpaceX cofounder Elon Musk - No. 54 on Forbes Billionaires, has decided to part ways with his curvaceous, tech-controlled home in Brentwood, California, in favor of the several other properties he owns around Los Angeles. This home calls to mind an angular spaceship design and since his company is hard at work building its own rockets, it might be more than he needs to have a home that looks like one, too. Musk and ex-wife Talulah Riley purchased the home in 2014 for \$3.695 million and are now shopping it as an off-MLS listing for \$4.449 million with luxury brokerage Hilton & Hyland. The four-bedroom, three-bath midcentury modern embraces its position at the very tip of a flatiron-shaped lot by using a boomerang design to maximize the available build space. By having the softly curved wall look out onto a backyard with tall privacy hedge it can be made of floor-to ceiling windows to let in as much light as possible without letting anyone see in. Here's the hallway which shows the curved nature of the design. Read more [HERE](#).







PREVENTING FOOD SUPPLY CHAIN WASTE WITH CONSISTENT, PREMIUM PRODUCTS

MARCH 14 AT 2PM CT | WEBINAR PRESENTED BY: IMPACTVISION



BROUGHT TO YOU BY:



During 2019, iSelect, The VanTrump Report and The Yield Lab Institute are sponsoring a series of weekly webinars featuring the best in agriculture innovation. Agrifood Conversations is all about driving innovation and each month will highlight a specific theme, from biologicals to vertical farms, featuring emerging topics such as soil health, biologics, plant genetics, vertical farming, precision agriculture, herd health and management, and aquaculture, to name a few. Once a quarter, we'll open up the conversation with a panel of experts on that month's topic. Learn about new trends in ag, connect with industry leaders and discover new solutions.

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

REGISTER NOW



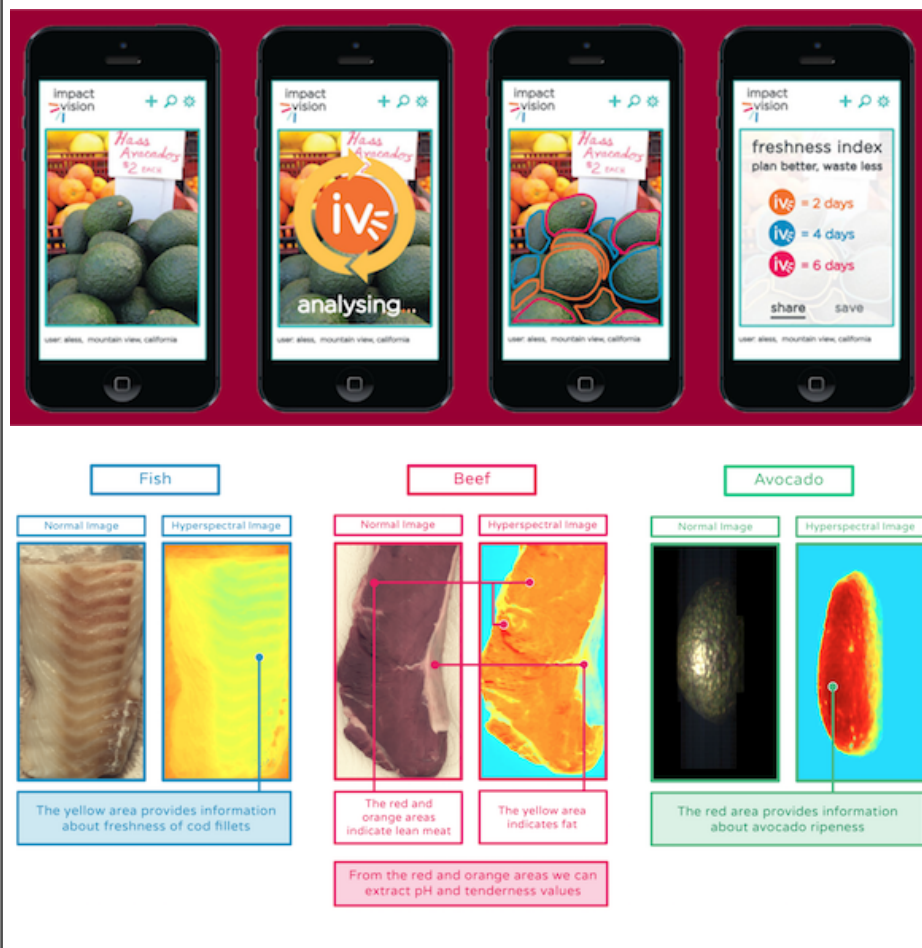
Learn More About "ImpactVision"

Title: NEW "Hyperspectral Technology" Preventing Food Supply Chain Waste

Time: Thursday, March 14 @ 3:00 pm CT

Every year in the United States as much as 30-40% of the food supply is thrown out, accounting for some 133 billion pounds and \$161 billion worth of food. Often this is due to spoilage or damage during the harvesting and production process, but it's impossible to overlook the impact of this loss in an age when 40 million Americans are struggling with hunger. ImpactVision is helping food companies to build a better system using hyperspectral technology, which combines the power of digital imaging with spectroscopy in order to perceive qualities which the human eye cannot detect,

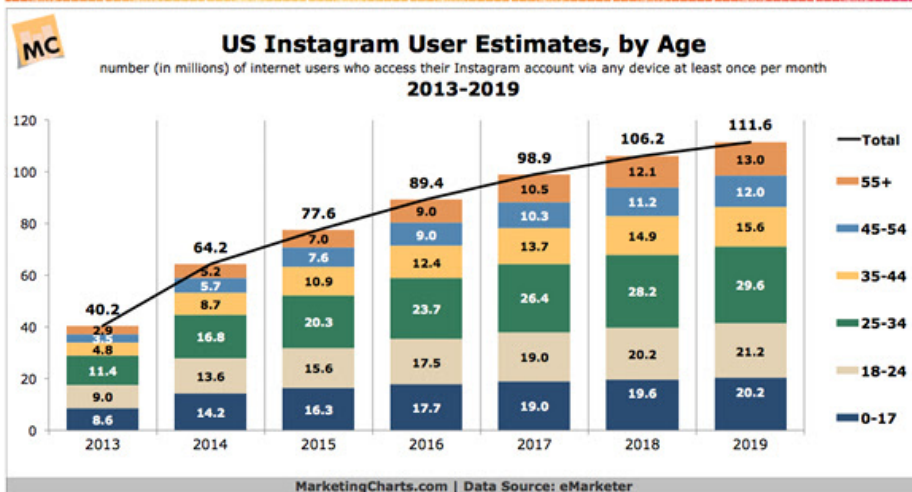
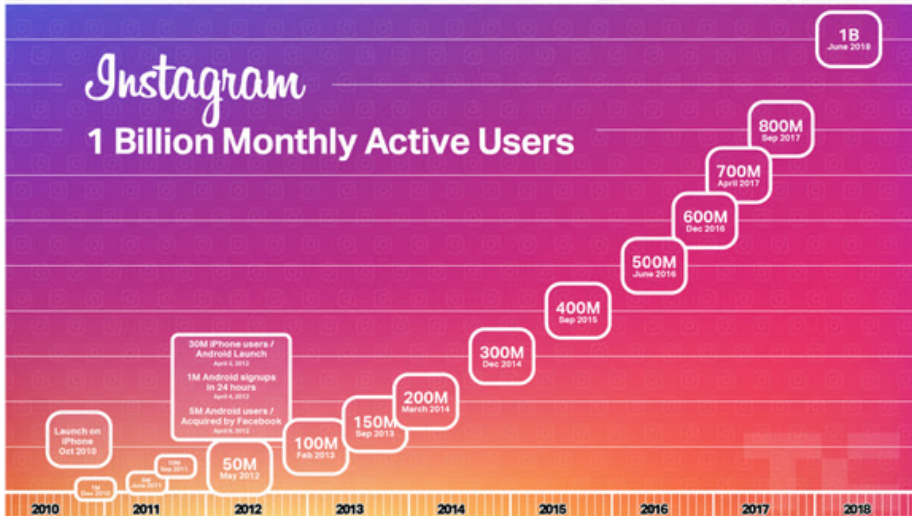
including freshness, ripeness, and firmness. Different objects reflect light in a specific way, generating unique spectral signatures which represent particular food characteristics. ImpactVision is building a library of these signatures to help food businesses accurately identify products and predict their quality attributes during processing to prevent waste at the source. The process starts with ImpactVision's system collecting hyperspectral images of food from a camera mounted above a conveyor belt. The acquired images are then processed with machine learning models to identify unique patterns in chemical composition relating to food quality. Last, their proprietary software then provides real-time, actionable insights about food, such as the freshness of fish, the dry matter of avocados or the presence of foreign objects. Keep in mind, hyperspectral imaging is coming to smartphones within the next couple of years. When this time comes, you will be able to walk into a supermarket, snap an image of an avocado and find out how many days until it's ripe. Learn how one company is working to reduce this number at "Preventing Food Supply Chain Waste With Consistent, Premium Products," a webinar to be held at 3 pm CT on March 5th featuring Abi Ramanan, CEO and co-founder of ImpactVision. Even if you can't make the live broadcast, registered users will be emailed a recording after the fact.



Booming Businesses on Instagram

Many companies and entrepreneurs are starting to launch Instagram pages that offer both news and products, in an attempt to reach a younger generation of consumers. Over the years, Instagram has transformed to build their side hustle brands into full-time businesses using an online storefront. Everyone from artists to chefs, to designers, and other small-business owners are setting up Instagram businesses to sell their products. Instagram says there are 25 million business accounts on its platform, yet only 2 million of them actually advertise on Instagram. Many of these small businesses strictly on Instagram take orders over direct messages and conduct transactions via online payment platforms like Venmo or PayPal. One example of this happening in the real world is Russell Boyle, who closed his Brooklyn-based vintage furniture shop to sell his midcentury consoles, chairs, and slat benches online. Boyle says 80% of his sales take place on Instagram. More examples of this include Jim Challenger selling bread pans and Helen Levi selling pottery on the platform. The social network has gone as far as currently testing in-app profile pages for local businesses because Instagram wants more businesses to engage with its platform. I've heard the look is very similar to Google's local knowledge panels that show a company's address, hours, phone number, URL, price range, and type of business that will also be compatible with Facebook. The reason why many of these companies are starting to boom on Instagram is because of their huge engaged user base, which is somewhere around 1 billion monthly active users. Keep in mind, 80% of Instagram users follow at least one of the 25 million brands on the platform, and engagement with brands on Instagram is 10x more than on Facebook, 54x more than on Pinterest, and 84x more than Twitter. A little bit more inside the numbers, the top three countries who use Instagram are the United States with 121 million active users, India with 71 million active users, and Brazil with 64

million active users, so if you looking to expand your reach globally, this might be a great tool. The biggest demographic group are males between 18 and 24 years old, actually 60.4% of all users are between the ages of 18 and 24. In fact, 35% of all US internet users are now on Instagram and 90% of Instagram users are younger than age 35. For everyone in the restaurant industry, pizza is the most popular Instagrammed food, with sushi and chicken right behind it. In addition, a little more to help you out is posts that include another handle gain 56% more engagement, posts with at least one hashtag gain 12.6% more engagement, and posts with a location receive 79% more engagement. Photos also see more engagement than videos on Instagram. Remember, it might not be the best idea to build your entire business around the Instagram platform, but it's certainly an area you need to consider for growth. I think putting your business on Instagram could be a great way to bring in additional revue. Other successful businesses that create revenue on Instagram to check out include Lego, Califia Farms, FollowMeTo, Lorna Jane, and Letterfolk. (Source: brandwatch.com)



The Odd Thing About This Picture Taught Me a Lesson We All Need to Learn

This was passed along to me by a subscriber and something I wanted to again share. It was penned

by [Nichole Zumbach Harken](#), and is certainly worthy of a read. Please click the link above if you would like to read more about her and her families journey.



Does anything look odd to you?

Possibly not – until you recognize that #39 spends 90 percent of his time not in “the group.”

#39 is my son, Tucker.

This is through no fault of his coaches or teammates. It's just how he is — rarely a part of the group.

Parents of children on the spectrum, hold your breath. Well, honestly – any parent, hold your breath. This post may make you cry.

In fifth grade, a researcher at a local university interviewed Tucker. The researcher, who was studying children with high-functioning autism, contacted me to see if I thought Tucker would be a good candidate. I replied with an emphatic yes. Tucker is his own best advocate; he's an advocate for other children on the spectrum.

Since he's a minor, I stayed for the interview. What a phenomenal experience — to hear your child accurately describe his difficulty with peer relationships is amazing and heartbreaking.

The researcher began by getting to know Tucker. About 15 minutes in he began asking the questions.

(R=Researcher, T=Tucker)

R: "Do you know other children with autism?"

T: "Oh sure. A few kids at my school. But we're all different. Do you know about the spectrum?"

R: "Yes, I know about the spectrum. So, are you friends with them?"

T: "Kind of. Sort of. I mean, I guess so. Not really. I know who they are, but they wouldn't be overnight friends."

R: "OK. How about other kids at your school? You're really funny and seem like an awesome kid; I bet you have lots of friends."

T: "No, I don't."

R: "Really? I'm sorry, Tucker; that surprises me. I thought you would have lots of friends. I'm really sorry that you feel you don't have friends."

T: "Oh, I have friends. Lots of them. My mom's friends. The people that she works with really like me. Then I have my dad's friends; I have all kinds of grownup friends. My teachers are my friends too – and my coaches – Coach Velky, Coach Chaplin, Coach Staack, Coach Snyder, Coach Eckenrod, Coach Leonard. They are my friends. And Lisa from Kwik Star – she's my friend. She always makes me smile and always talks to me. It's OK though. Really. The kids make fun of me behind my back when they think I can't really hear them. I can tell they don't really want to be my friend. They don't choose to sit by me. They don't include me in their parties. They don't take the time to try to understand. So, I decided to just be

friends with grownups. Really it's a lot easier. I know they will take the time to try to understand me. They will be kind to me. They will not make me feel sad. So, I just choose to be friends with grownups."

The researcher just looked at me. I stared at Tucker with tears in my eyes.

When we got home, he went to play with our Xbox.

When we got home I went into the bathroom and cried.

I didn't cry because he has difficulty with peer relationships. I knew this would be a factor – I was anticipating that difficulty. I know he has several boys who are friends – while he may not be on birthday party lists – they would never allow someone to be mean to him.

I cried because he was (and is) OK. He understands his experience. He was (and is) mature beyond his years – making the conscious choice to be with those who want to be with him and not worry about those who don't.

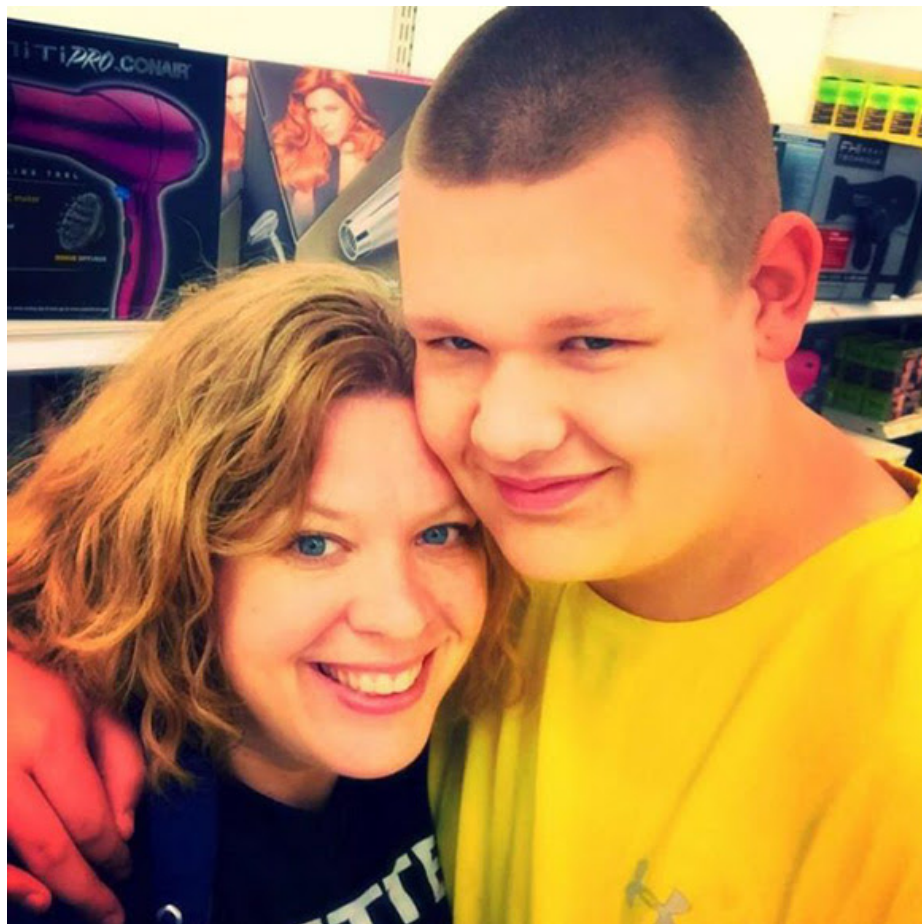
So, that picture above? It used to bother me – but it doesn't anymore.

I've realized that if it doesn't bother Tucker, then it cannot bother me.

Tucker has taught me so much about what it is important in life.

Being with those who want to be with us... not worrying about those that don't.

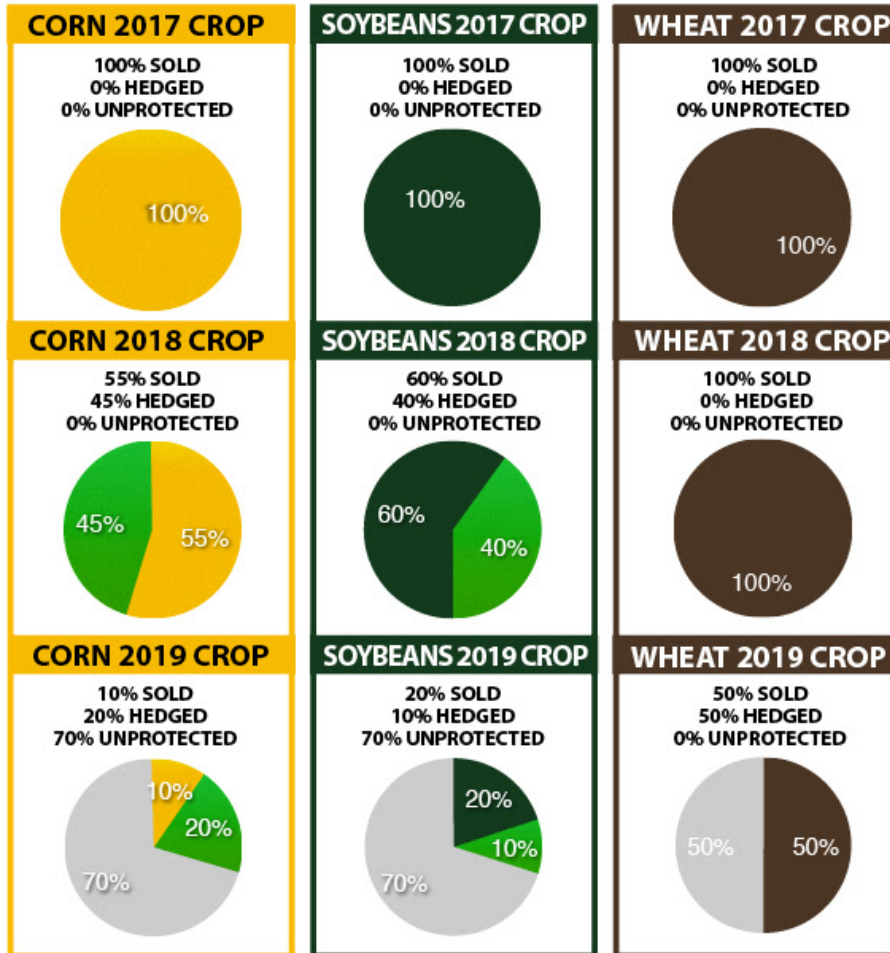
It took me 38 years to learn that; it took him 10.



ANSWER to riddle: Yes, it's an anagram. 'New door' and 'one word' contain the same letters.

CASH SALES & HEDGING TOTALS

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