

---

**GOOD MORNING: 06/06/19 Farm Direction - Van Trump Report**

1 message

---

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

Thu, Jun 6, 2019 at 6:46 AM

To view this email as a web page, go [here](#).



*"Leaders think and talk about the solutions. Followers think and talk about the problems."* - **Brian Tracy**

**Thursday, June 06, 2019**

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

**Morning Summary:** Stock are slightly higher this morning as traders continue to debate the Fed's next move. Several large investment firms are now forecasting two and perhaps three interest rate cuts before yearend. Personally, that seems like a stretch. My guess is one rate cut in 2019, with the possibility of another in early-2020, if global trade differences continue to widen. Traders seem to be debating if Fed rate cuts can actually counterbalance and offset the complications associated with tariffs. The trade will be closely watching tomorrow's monthly employment report. Interestingly, the monthly ADP report released yesterday showed U.S. companies added the fewest jobs in 9 years during the month of May, showing the private sector added just +27,000 jobs last month, well below economist forecasts for a 185,000 increase and the slowest pace since September 2010. The surprisingly weak growth has bears wondering if the labor market could be cooling down? It will be interesting to see what the official Bureau of Labor Statistics numbers are tomorrow. It feels like it could be a win-win for the bulls. If

the employment numbers are extremely weak there will be even more talk of Fed rate cuts. If the employment numbers are a surprise to the upside, the bears argument of a labor cool down is put to rest until next month. As a reminder, crude oil prices are down roughly -17% in the past month, and back to levels not seen since the beginning of 2019. Heavy end-users of diesel fuel, jet fuel or gasoline should be thinking seriously about reducing some longer-term price risk. There's still a ton of uncertainty brewing in the Middle East. Let's also keep in mind, Monday is the deadline set by President Trump to apply 5% tariffs on imports of Mexican goods. President Trump tweeted that talks with Mexican officials would continue today, raising hopes that perhaps a deal could be reached. President Trump also tweeted, "Progress is being made, but not nearly enough!" I'm personally thinking the Mexican tariffs are going to go into effect on Monday. I should note, U.S. Customs and Border Protection announced yesterday that more than +144,000 migrants were taken into custody after crossing the Southern border in May, the third consecutive month that immigration authorities have encountered more than +100,000 migrants at that border.

**First Look at Amazon's New Delivery Drone:** *For the first time, Amazon today showed off its newest fully electric delivery drone at its first re:Mars conference in Las Vegas. Chances are, it neither looks nor flies like what you'd expect from a drone. It's an ingenious hexagonal hybrid design, though, that has very few moving parts and uses the shroud that protects its blades as its wings when it transitions from vertical, helicopter-like flight at takeoff to its airplane-like mode. I'm told the drones will be able to fly up to 15 miles and deliver packages under five pounds to customers in less than 30 minutes. Interestingly, while that may sound like a light load, Wilke said that between 75 and 90% of Amazon deliveries could technically be handled by the drone. These drones, Amazon says, will start making deliveries in the coming months, though it's not yet clear where exactly that will happen. Read more details at [TechCrunch](#)*

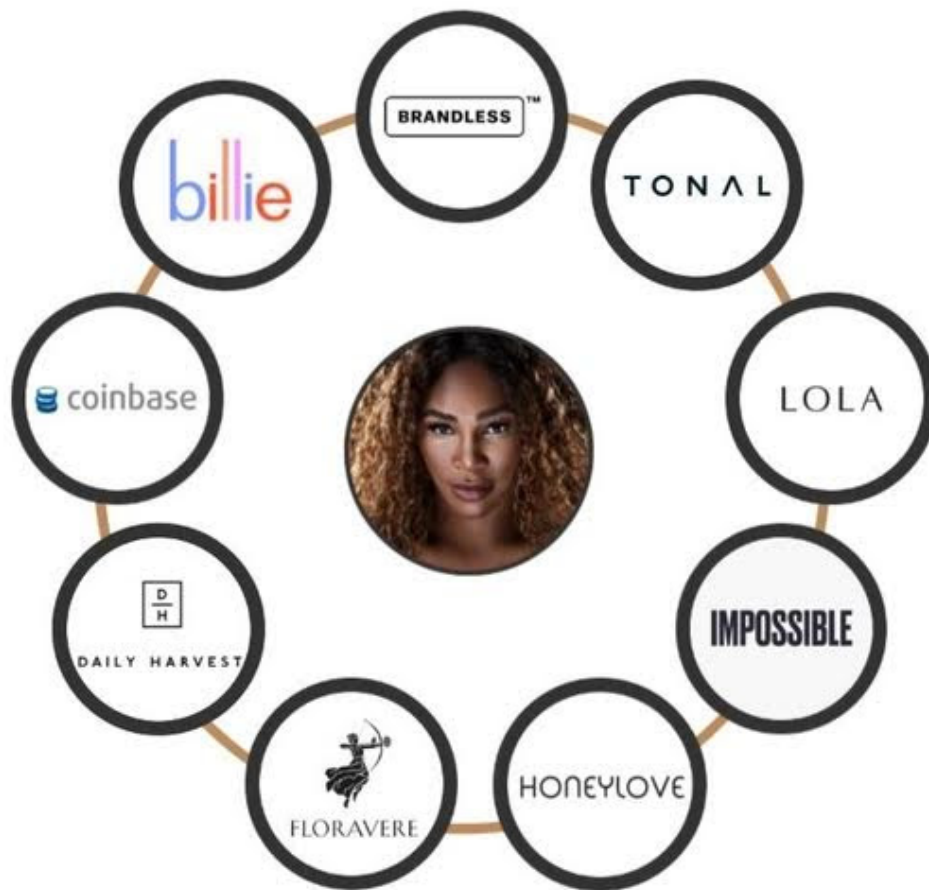


### **Dad's Early Lessons with Tennis Pay Dividends for Serena Williams**

**Ventures:** *How sisters Serena and Venus Williams reached the top of the tennis world is the stuff of Hollywood legend: A black father with limited tennis experience homeschools his two daughters and teaches them on the streets of Compton, California, to penetrate and then dominate a lily-white sport. "You'd see different people walking down the street with AK-47s and think, 'Time to get in the house,'" she remembers of those early years. "When you hear gunshots, you get low." Their father's insistence that his precocious daughters avoid the private tennis academy machine and well-oiled junior tournament circuit left a mark on the younger one, especially after she won her first Grand Slam title at age 17. "It really shaped me for the rest of my career both on and off the court in terms of taking a chance and how to be different and how to stand out," Williams says of his strategy. When everyone zigs, she zags. So at Serena Ventures, she focuses on companies founded by women and minorities. Yes, there's a social purpose to that decision. But as with her tennis upbringing, she's also finding opportunity by avoiding the herd. Read more [HERE](#) at Forbes how Williams became one of America's richest self-made women.*

# PORTFOLIO OF A CHAMPION

Williams' venture investments are focused on e-commerce, food, fashion and health. Here is a sampling.



# FARM TANK

Tweets of the Day





Steve Burns

@SJosephBurns

Following



## US Home Price appreciation by city... via @charliebilello

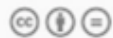
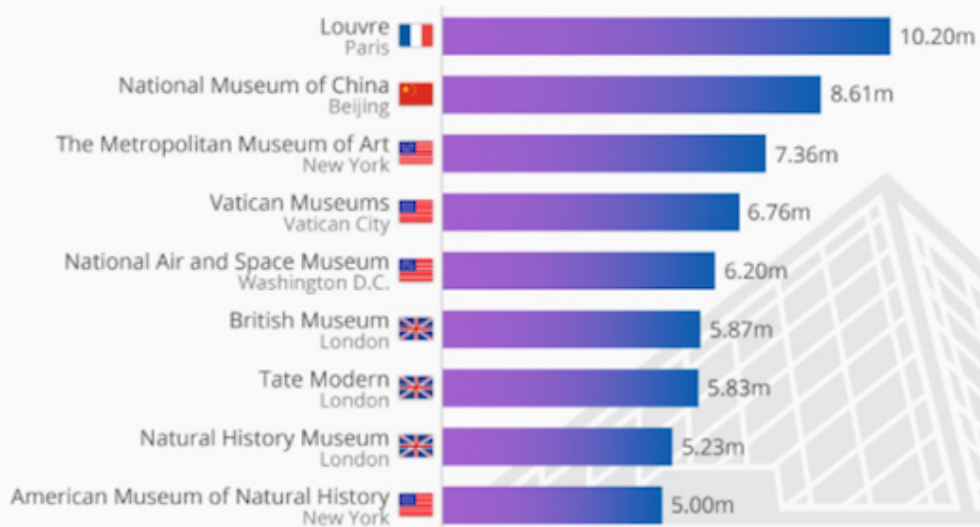
@CharlieBilello Case-Shiller US Home Price Indices (as of Mar 2019)								
City	1-Year %	3-Year %	5-Year %	10-Year %	15-Year %	All-Time High Date	Months From High	% Below All-Time High
Las Vegas	8.2%	29.5%	44.9%	62.9%	20.1%	4/30/2006	157	-18.6%
Phoenix	6.0%	19.3%	29.7%	74.1%	46.0%	5/31/2006	156	-17.0%
Tampa	5.3%	20.5%	39.1%	50.9%	42.4%	5/31/2006	156	-9.0%
Atlanta	4.6%	16.6%	29.7%	39.8%	25.7%	3/31/2019	0	0.0%
Miami	4.3%	15.8%	33.2%	61.4%	42.6%	2/28/2007	147	-13.2%
Denver	4.2%	22.1%	46.9%	78.9%	70.7%	3/31/2019	0	0.0%
Charlotte	4.0%	17.2%	28.7%	33.2%	44.8%	3/31/2019	0	0.0%
Boston	3.7%	17.3%	27.6%	46.3%	34.1%	3/31/2019	0	0.0%
Minneapolis	3.7%	16.5%	23.7%	53.9%	14.6%	3/31/2019	0	0.0%
Cleveland	3.4%	12.8%	16.6%	24.2%	5.9%	3/31/2019	0	0.0%
Detroit	3.2%	18.4%	29.7%	71.4%	3.6%	3/31/2006	158	-2.0%
Dallas	2.9%	18.2%	39.7%	65.8%	66.2%	2/28/2019	1	-0.1%
Washington	2.8%	9.4%	10.8%	36.5%	32.8%	3/31/2006	158	-8.3%
Portland	2.6%	19.2%	42.6%	56.0%	89.7%	3/31/2019	0	0.0%
New York	2.3%	11.9%	17.2%	15.5%	21.5%	5/31/2006	156	-6.1%
Chicago	1.7%	8.6%	13.2%	13.5%	3.5%	3/31/2007	146	-15.6%
Seattle	1.6%	28.5%	52.1%	64.3%	96.2%	6/30/2018	9	-1.0%
San Francisco	1.3%	17.8%	39.8%	119.0%	63.5%	9/30/2018	6	-1.5%
Los Angeles	1.3%	14.6%	28.1%	72.4%	49.5%	12/31/2018	3	-0.3%
San Diego	1.3%	15.7%	27.9%	75.3%	29.1%	3/31/2019	0	0.0%
20-city	2.6%	15.3%	27.1%	50.9%	37.2%	3/31/2019	0	0.0%

The [#louvre](#) was the world's most-visited [#museum](#) attracting 10.2 million visitors last year via [@AECOM](#)

[bit.ly/2EsLbRs](https://bit.ly/2EsLbRs)

### The World's Most-Visited Museums

Museums with the highest attendance figures in 2018



@StatistaCharts Source: 2018 AECOM and TEA Theme Index and Museum Index Report





**Greg Dowdall**

@cardinalgrain

Following



5:45am and little man is getting in on some  
[#rollingbasketcleanout19](#) ahead of [#plant19](#)





**John Deere** ✓

@JohnDeere

Following



300K cans of food donated to food banks. Thousands of volunteer hours. One big tribute - the largest can structure ever built - to pay tribute to farmers and agriculture. Est. 2011 [#MyGuinnessWorldRecord](#)







**Mom Knows Best**  
@mother\_know

Following



Confident girls grow up to be strong women.





B/R Betting

@br\_betting

Following



Kershaw has been unbeatable 🔥





ActionComplete  
@ActionComplete

Following



The less you respond to negative people, the more peaceful your life will become.

#quote #inspiration #positivity

The less you  
respond to  
negative people,  
the more peaceful  
your life will  
become.

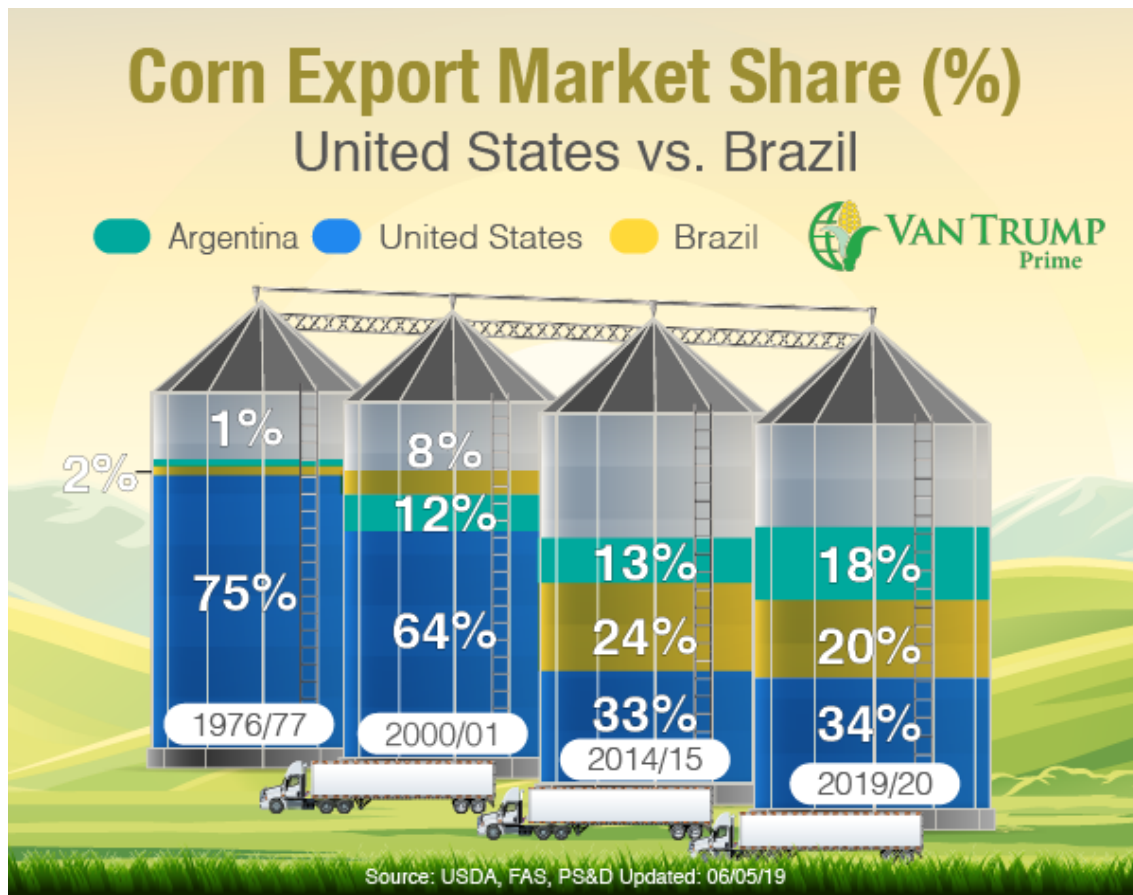
**Corn** prices have faced some pressure the past few days, down over -20 cents from the recent highs. I however remain bullish! I see at minimum -10 million unplanted corn acres and perhaps much more. I also have a very hard time fully grasping potential yield loss on all of the re-plant and late-planted acres. There seems to be a large disconnect between best-of-business practices and the farmers undaunting desire to get out in the fields to plant. In other words, despite all logic and business acumen, many producers are still opting to plant corn rather than take the much more obvious preventive plant payment. For some I talk to its about pride, tradition or simply the fact planting and trying to grow a crop is all they know. Many have been cooped up inside all winter and want to get out in the dirt. I personally understand! But farming has changed, it's become much more business oriented. I've watched some awesome farming families lose everything because they fought for "the lifestyle" rather than making the most sound business decisions. I understand, I love the lifestyle and tradition myself, but we

also have to recognize "change". The price of poker in agriculture has been raised! Sharp business owners and large investors are now much deeper in the space. Turning a profit is now essential to keeping the legacy alive! For many the absolute best business decision is "prevent plant". Unfortunately, many are being guided by their emotions. Business is about facts and numbers, lifestyle is about emotions and family. When the two start crossing paths decisions can become much more complicated. I've been there myself and made the mistakes often. But I know the business numbers for many are pointing to preventive plant. Chasing yield in this environment could be extremely costly with no guarantee of results. In other words, throwing all the extra money at this late-planted date could easily snowball into a losing venture. Taking "preventive plant" and re-owning in some capacity on the board makes a ton of sense. I've included a couple of good articles and videos in the "From My Perspective" section of the report for those faced with this difficult decision. When it comes to decision making, there are two approaches that almost always drive better results: ask other people for their perspectives, and write things down. By asking others who are not attached you gain a different perspective and nullify your emotional bias. Also by writing things down and having real numbers and facts to look at, you lessen emotional intensity. Play it all out on paper and make a well educated decision. Shooting from the hip and going with the gut may have worked 10-years ago, but the volatility and margins in today's world of agriculture can make that approach extremely dangerous. I don't know the best answer for you and your family, but I believe I can help offer some guidance about the decision making process. This is a very important decision at an important inflection point in your operation. It needs careful and detailed attention! I still think many producers and the market are using biased and wishful thinking about yields that can be harvested with late-planted corn.

**Wishful Thinking:** The attribution of reality to what one wishes to be true or the tenuous justification of what one wants to believe vs. reality. Describes the decision-making and the formation of beliefs based on what might be pleasing to imagine, rather than on evidence, rationality, or reality. Wishful thinking is also linked to optimism bias through which individuals tend to expect positive outcomes from events despite having little basis in reality. In other words, for many of us we've never planted corn this late, so we have no actual experience. We are hoping we can grown a good crop and prices will be north of \$5.00 per bushel. News Alert... If we grow a good crop prices are not going to be north of \$5.00. Again play it all out on paper. The extra top-dressing, the extra fungicide costs, the extra equipment costs, the extra drying cost with the late-planted crop, negative impact on APH, etc... Christopher Booker once described wishful thinking in terms of the following...

*"the fantasy cycle" ... a pattern that recurs in personal lives, in politics, in history – and in storytelling. When we embark on a course of action which is unconsciously driven by wishful thinking, all may seem to go well for a time, in what may be called the "dream*

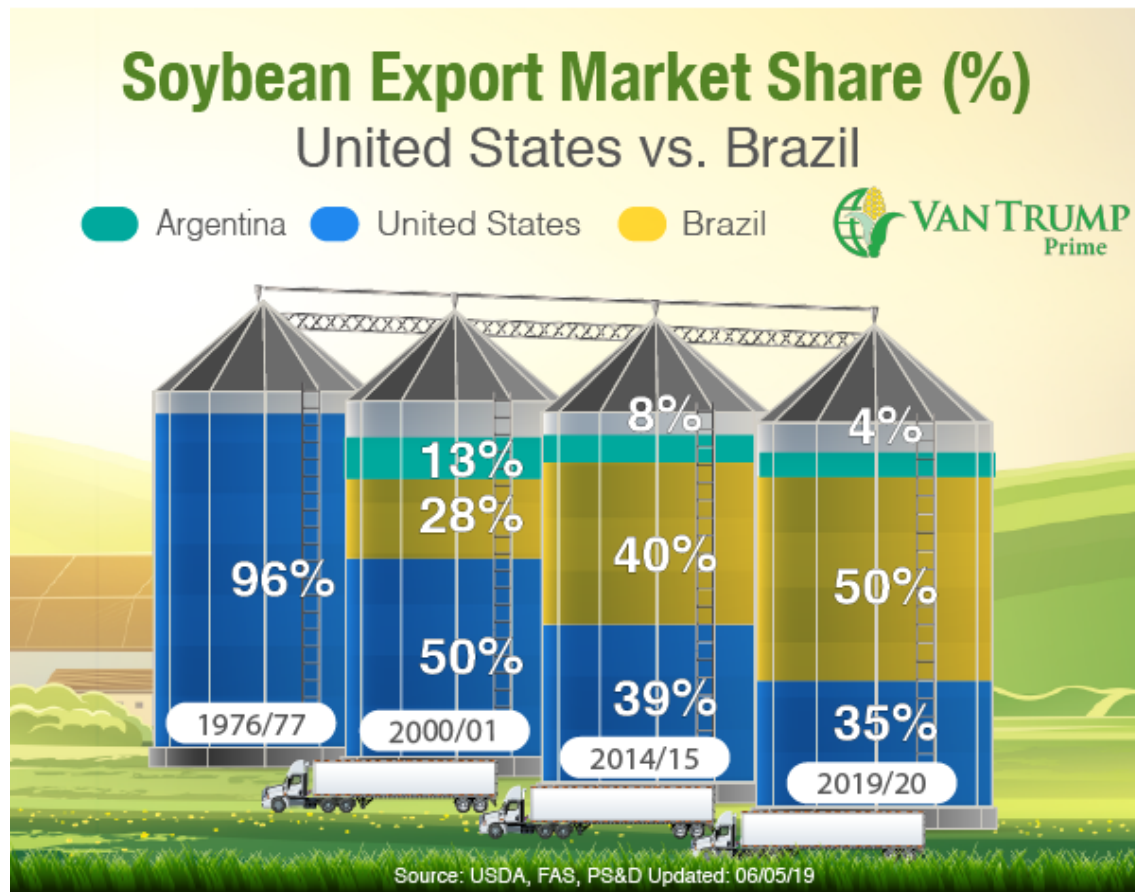
stage". But because this make-believe can never be reconciled with reality, it leads to a "frustration stage" as things start to go wrong, prompting a more determined effort to keep the fantasy in being. As reality presses in, it leads to a "nightmare stage" as everything goes wrong, culminating in an "explosion into reality", when the fantasy finally falls apart.



**Soybean** traders continue to debate a wave of moving parts. Bears argue that soybean acres will be more heavily planted as unplanted corn acres are switched at the last moment. Bears also see an ongoing trade dispute with the world's #1 buyer of soybeans, and continued complications associated with African Swine Fever across most all of China. Bulls are pointing to historical flooding and rain delays in many important U.S. soybean growing regions. I believe there could be a very strong window of upward price momentum once South American supplies become further depleted. At the same time this might be when we see improved communications between U.S. and Chinese leaders regarding trade. Meaning the market could be caught offside and needing to add additional risk-premium. Especially if there's any type of weather hiccup during the U.S. growing season. I'm not sure why most of us in the market, including myself, have this belief that U.S. weather is going to roll-over and become perfect during the growing season. What if it doesn't? What if it stays extreme just like it was this winter and this spring? If that happens, then the trade and myself are dramatically underestimating upside price potential. For some reason the market always wants

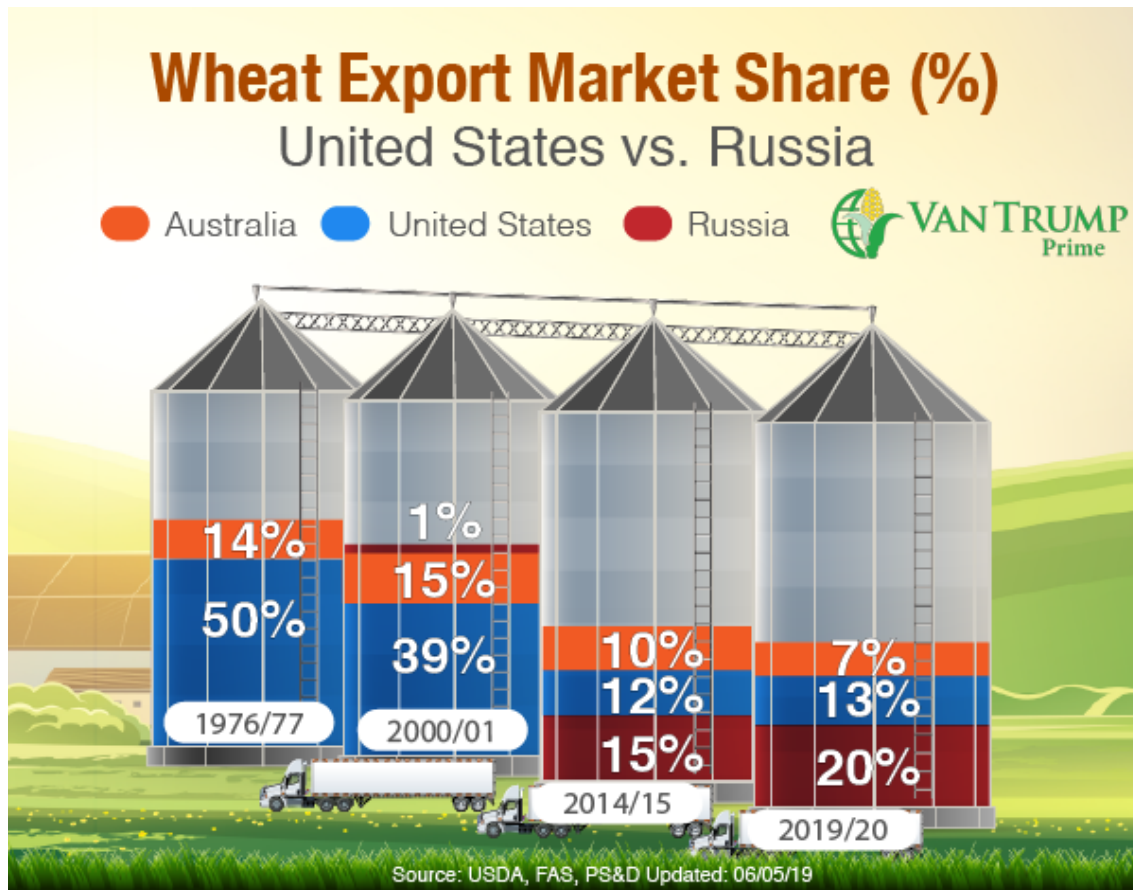


to assume perfect growing conditions then work from there. A month go, I didn't even think about looking twice at the soybean market from a bullish perspective. I was all for being either short or on the sideline. My perspective has changed. The weather problems and extremes have continued and this market has become much more intriguing. I've yet to be an outright buyer as a spec, but I'm certainly paying very close attention. As a producer, I like getting to between 40% and 50% priced then hitting the pause button. Very interesting market right now...



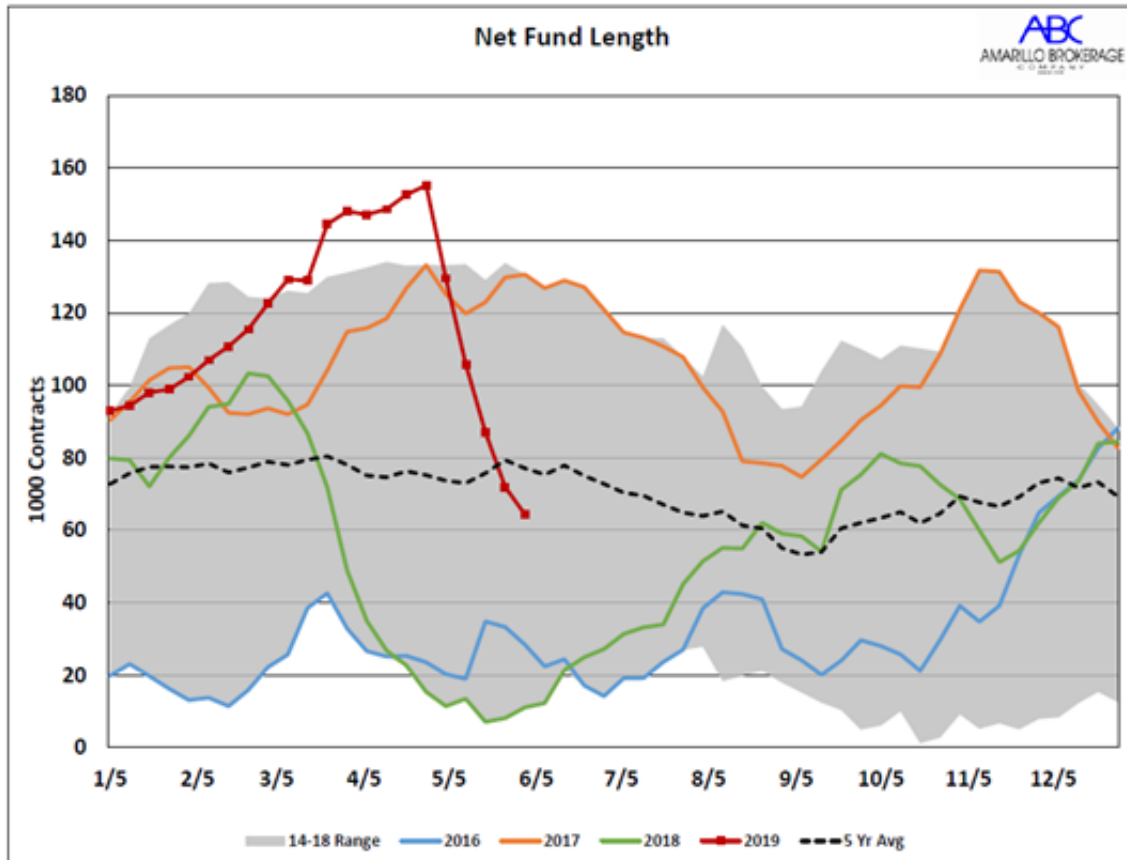
**Wheat** bulls continue to monitor weather issues in parts of Russia, Australia, Canada and the U.S. From my perspective, it seems like the biggest concern is winter wheat production inside Russia, where some areas have turned too dry. And from what I understand there's limited rains in the forecast the next couple of weeks for these areas. Bears continue to talk about ample global supply and burdensome U.S. domestic stocks. There's also starting to be a bit more harvest pressure coming into the mix. Bulls will argue that overall wheat "quality" has become a concern as wet weather and flooding has created complications. The problem is the trade doesn't seem at all interested in trading "quality", believing instead there is ample global supply and larger macro items worth focusing on. It's also not helping that prices in Europe and the Black Sea region have been taking steps lower, meaning the U.S. is even less competitive in the export space.

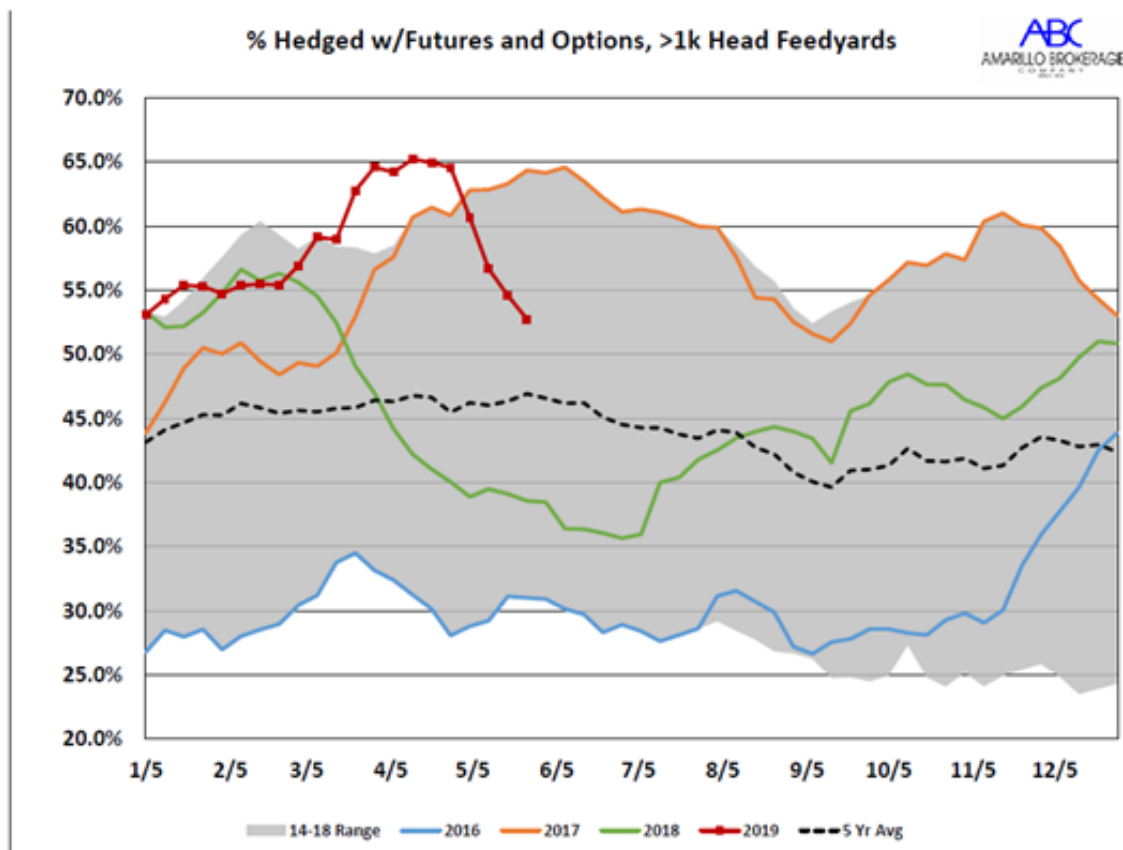
Demand destruction in wheat is certainly a concern at higher prices. There's simply still a lot of supply floating around in the global marketplace. Hence, the reason I'm worried the fundamental bulls could be a bit ahead of themselves. I'm looking for the market to backpedal a bit more with an overall bias to follow corn nearby. Perhaps wheat can eventually lead with its own supply side story, but I'm just not seeing that right now. As a producer, I've made some good sales on the rally and am comfortable taking a longer wait-and-see approach.



**Cattle:** Last week's cash trade developed around steady with the last four weeks. The majority of the movement from north to south was 114.00-116.00/CWT and on essentially even volume. As we start this week cash has begun to trade in the northern regions at 110.00/CWT for late June and 113.00/CWT in the south for nearby pickup. This trade is certainly lower week over week, but yielded the best basis yet for some cattle feeders. Cattle on show lists for this week were up slightly from last with NE and TX seeing larger numbers. We typically would look for total show list numbers to top around the second week of June. The weekly comprehensive beef price printed nearly 3.40/CWT higher last week on very average to lighter volume. The spot middle meats are dragging their feet and end cuts are seasonally not poised to lead values higher. Cash likely has more risk in it at this point, compared to futures. Basis is expected to converge with even to slight negative basis possible by August. Futures markets continue to feel the pressure of massive liquidation from non-commercial traders and a fundamentally

challenging market scenario. Friday's sell off came on large volume and thrusts the Aug19 LC into fresh contract lows. The relatively low flat price of LC futures have many traders wanting to call a low, but keeping in mind that our 2018 lows were 97.625 and 2017 was 89.875. Feeder cattle are beginning to take note of higher corn prices and the potential for increasing cost of gain. Overall, the Feeder-Fat spread is starting to turn and showing some signs that FC will bottom ahead of LC. Seasonally, it would seem that we still have some risk lower in the summer cattle market.





**> China Buying Good Quantities of Brazilian Soybeans:** *China's National Grain and Oil Information Centre (CNGOIC) expects soybean vessel arrivals in May to reach 7.2 million mt this year. China's soybean purchasing for June is now 78% complete and coverage for July is about 51% finished, according to data from Chinese soybean broker Overseas China Investment.*

**> Brazilian Corn Coming to the U.S.** - There's more talk that Smithfield Foods has purchased 5 to 10 cargoes of Brazilian corn, that will likely not be loaded or shipped to the U.S. until Q4 2019. There's also talk that Mexico has purchased a couple cargoes of Brazilian corn in the midst of the U.S. trade spat.

**> Updated Acreage & Production Estimates:** IEG Vantage, formally known as Informa, lowered their projected corn acres estimate to 84.9 million, with a yield of 174.0 bushels per acre and production at 13.6 billion bushels vs. the previous USDA production forecast of +15.0 billion bushels. They are projecting 85 million acres soybeans will be planted which is up about +420,000-acres from the USDA's March projection.

**> U.S. Oil Enters Bear Market:** With oil futures dropping yesterday as domestic data revealed weekly crude supply climbing almost 7 million barrels, front-month contracts have settled into bear market territory as prices have settled -22% below the most recent high of \$66.30 on April 23. I'm told that crude inventories are now at their highest levels since July 2017, up nearly 44 million barrels since mid-March. Interestingly, equity futures markets moved mostly higher on Wednesday, but that risk-on sentiment failed to lift prices for oil as slower-than-expected U.S. private-sector jobs growth in May, meaning we some traders feel we could be heading for an economic slowdown, which can potentially hurt demand for oil.

**> Apple's App Store's New Rules Could Affect Sports Betting:** Apple's latest update to its App Store review guidelines could have an impact on the online sports casino gambling industry. The new policy does not allow app developers to code using HTML5 if an app provides access to real money gaming or lotteries. Apple is instead demanding all real money gaming apps to be coded in language native to the iPhone's iOS platform. The guideline is currently being enforced for new apps, while existing apps must be in compliance by Sept. 3, two days before the start of the NFL season.

**> Beautiful and Rare Clock Could Bring \$6 Million:** One of the world's most valuable clocks ever to appear at auction, the King William & Queen Mary Royal Tompion, leads the sale of The Clive Collection of Exceptional Clocks in London on Wednesday 19 June. [Bonhams](#) expects this table clock made in 1693 by master clockmaker Thomas Tompion for Queen Mary II to sell for well over \$2,500,000. A similar clock made by Tompion for the Medici family was sold in 2015 for \$5.71 million so the Royal Tompion could potentially go for even more. Six other rare 17th and 18th-century timepieces are in the auction, made by clockmakers Thomas Tompion, Joseph Knibb, Edward Banger, John Wise and Daniel Quare. Learn more [HERE](#).



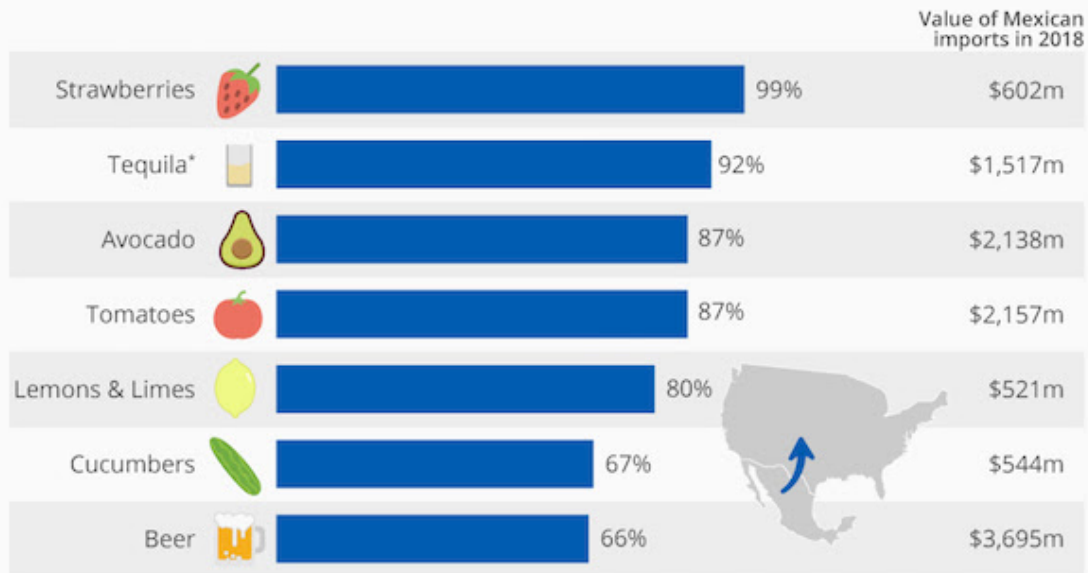
**> Uber Freight Gaining Market Share by Undercutting Competitors:** *Uber's freight brokerage business launched in 2017 uses technology to connect truckers with shippers looking to move cargo, and is gaining market share in the digital marketplace that aims to make the process of booking freight transportation more efficient. I should mention that Uber Freight had \$359 million in gross freight bookings in 2018, generating \$125 million in revenue in the fourth quarter of that year. From what I understand, Uber is currently prioritizing the build out of supply/demand density and is therefore sharing 99% of gross revenue with its carriers (vs. the industry standard of 80-85%). Morgan Stanley analysts expect Uber will still be paying ~97% of Freight revenue to its carriers in 2023, as they seek a bigger piece of the \$117 billion pie. Read more [HERE](#) how Uber Freight is making its presence felt.*

**> First Time Ever... Mobile Device Use More Than TV Time:** *US consumers will spend more time using their mobile devices than watching TV for the first time ever. I'm told consumers' use of smartphones will continue to make up the majority of their media consumption, but it is predicted that use will plateau by 2020, as consumers become increasingly uneasy about overuse of mobile devices. From what I understand, the average US adult will spend 3 hours, 43 minutes (referenced as 3:43) on mobile devices in 2019, just above the 3:35 spent on TV. Of time spent on mobile, US consumers will spend 2:55 on smartphones, a 9-minute increase from last year. In 2018, mobile time spent was 3:35, with TV time spent at 3:44. Tablet use among US adults continues to lose ground, having peaked at 1:11 daily in 2017 and dipped to 1:08 this year. This trend will continue through 2021. I find it interesting that experts feel mobile use will plateau, only because we all know how hard habits are to break. I wonder what that time will be replaced with... potential opportunity!*

**> Mexico Tariffs Could Affect What Americans Eat:** *The tariffs on Mexican goods are scheduled to go into effect next Monday. In 2018, the U.S. imported billions worth of fruits, vegetables, and alcoholic beverages from Mexico, with avocados the most obvious example. Despite being one of the largest avocado producers in the world itself, the United States imported more than 900,000 tons of avocados worth a total of \$2.14 billion from Mexico last year, accounting for 87% of total avocado imports and roughly 80% of American avocado consumption. In addition, the U.S. also relies heavily on strawberries, tomatoes, cucumbers, lemons, imported beer from Mexico. (Source: Statista)*

## Mexico Tariffs Could Spoil America's Appetite

% of U.S. imports of selected agricultural products that came from Mexico in 2018



\* and other liquors

Source: United Nations Comtrade Database

statista

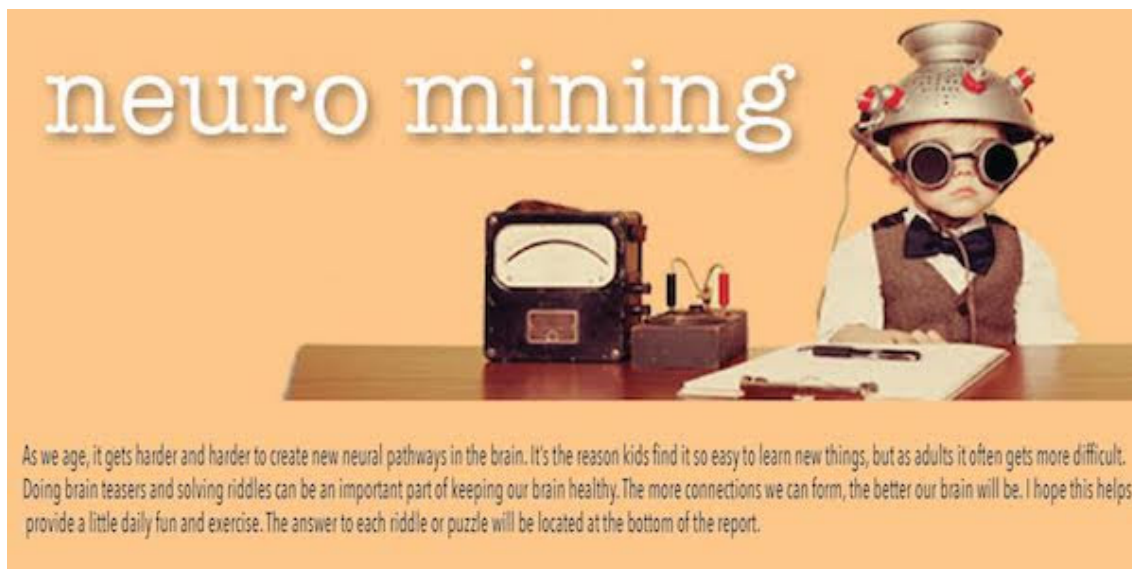
## FROM THE FIELD

**Northeast North Dakota** – We've had about a week of solid planting, spraying, and some other miscellaneous field work. We're feeling good how things are going in and we should be completely done in time for the weekend rain they have forecasted for our area. We finished corn last week and what has come up looks pretty good so far. I would be surprised if we are knee high by the 4th of July, but crazier things have happened. We're finishing soybeans and navy beans now and this rain will be welcome in a few days to activate the pre-emerge, which should kick everything off to a good start. This might not be our best crop we've ever seen, but we're just happy to be finally getting it planted.

**Central Michigan** – We're on about our 10th rain delay since we started planting, so I think we are probably going to call it on planting anymore corn at this point. Most guys are sitting about 10-20% planted at this point and this most recent rain delay will push us past what we can actually make a crop worth planting. We haven't had a bunch of huge rains, but all the little rains are enough with the soil bank being completely full. Unless we see a quick snap in dry

*weather we are probably going to prevent plant up to 75% of our corn crop. We're not going to be the anomaly in this area either. There will be many acres of prevent plant all through this county.*

**Northern Indiana** – *We have about 40% of the corn planted and made a nice run the last few days, but we got rained out overnight. That will conclude our corn planting this year. We've had more rain over the weekend and that will push us too late. I'm not worried so much about yield reductions because we might see 5-10% reductions so that's not a huge deal in this area. The problem we have is the lack of storage and ability to dry our own corn. If we have to harvest wet corn, then we will get ate alive with drying cost. Most guys might be forgetting about what the elevator will charge to dry down wet corn. That will cut profits to nearly nothing, if it comes off wet.*



**TODAY'S RIDDLE:**

I am a ball that can be rolled, but never bounced or thrown. What am I?



**Your One Job Today is to Watch This Video!!!**

Codenamed Operation Neptune and most often referred to as D-Day, became the largest seaborne invasion in history and defining moment for the world! Hitler's army had began building the Atlantic Wall, a cement fortification that was

supposed to span the entire coastline opposite England. It was only halfway complete by Spring of 1944, however, the Germans had planted over a million mines, laid mile upon mile of barbed-wire, and installed thousands of jagged underwater obstructions designed to rip holes in the hulls of landing craft. I should also mention, Hitler and his Generals, believed the U.S. and its Allies would land at Calais which happened to be the shortest distance from England to France. As always, fate would play a significant role. The original invasion was scheduled for May 1 1944, but the date was pushed back after Commander Dwight D. Eisenhower decided he needed to increase the scale of the initial invasion. This pushed the invasion back to June 5th. Interestingly, the beginning of June kicked off powerful storms in the English Channel, and had many doubting the invasions would ever take place. High winds, heavy rain and thick cloud cover prevented forces from launching on the original day chosen, June 5, but when the militaries chief meteorologist saw a brief break in the weather for the next morning, the attack was on for the 6th. So early in the morning on June 6th, the world was forever changed! I could write for days about the details, but why take away from the historic nature of this heroic event. The stories of heroism and bravery displayed by American troops have since defined our great nation. This is who we are, this why we call ourselves Americans, this why we are the greatest nation in the world! I am proud of our ancestors, I am proud of my heritage and I am proud to be called an American! If you do one thing today watch this short three-minute video. It's the least we can do to recognize these great men and women who sacrificed for the world! CLICK [HERE](#)





**“LET US ALL BESEECH  
THE BLESSINGS OF ALMIGHTY GOD  
UPON THIS GREAT AND NOBLE UNDERTAKING”**



**GEN. DWIGHT D. EISENHOWER**

**JUNE 6, 1944**

**D-DAY**



**JHM.ORG**

 JohnHageeMinistries  
 @HageeMinistries



A black and white photograph of soldiers during the D-Day landings. In the foreground, a soldier is seen from the back, wearing a helmet and carrying a large backpack. Other soldiers are visible in the background, some standing and some crouching on the beach. The text is overlaid on the right side of the image.

**These are the men  
who took the cliffs.  
These are the champions  
who helped free  
a continent. These are  
the heroes who helped  
end a war.**

*—Ronald Reagan*

**REMEMBER D-DAY**

@Heritage

 [heritage.org](https://heritage.org)



# COURAGE

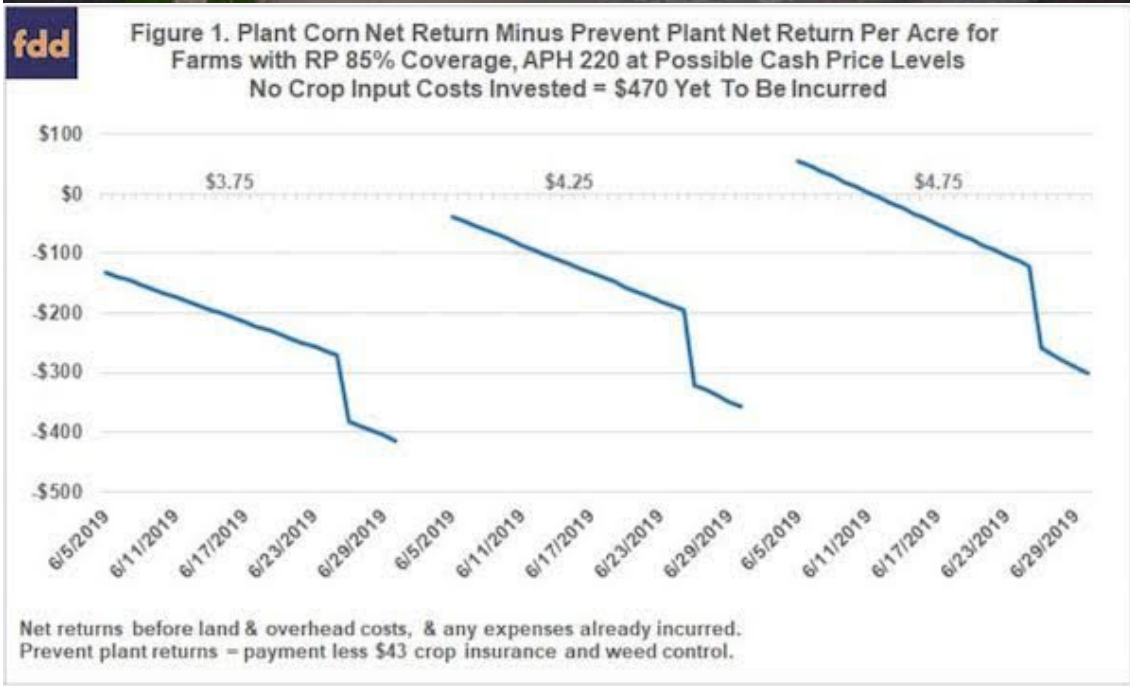
Bravery doesn't mean you aren't scared. It means you go anyway.

THANK-YOU VETERANS

## **Important Information and Thoughts Regarding Planted Corn Acres**

Final planting for corn has now come and gone for all but a few counties, leaving many producers with a tough decision, take "prevent plant" or roll the dice chasing yield. If you are still in the process of making these critical decisions, make sure you are surrounding yourself with trusted advisors who can help provide some outside perspective as you wade through your options. In times like these it is vital to account for all factors that will impact your decision, meaning being fully aware of policy coverages, your current weather conditions and how they may play out over the next few weeks, the costs and availabilities of needed inputs to maximize yields should you decide to plant, yield losses as each day passes, your thoughts on where the market is going, and basically the entire risk versus reward scenario regardless of what you choose to do. After a long drawn-out and frustrating winter and spring, it's real easy to let yourself get in a mental funk and start making poor decisions, which is why we believe in having some trusted "external accountability" for best-of-practice decision making. I ran across this article from our friends at the Department of Agricultural and Consumer Economics from the University of Illinois who have provided a full range of insights as well as some great tools to assist you in your decision making. The article is titled, " [The Advisability of Planting Corn Declines Rapidly with Later Planting Dates.](#)" They also have published a couple of videos that explain the economics of planting corn versus taking the prevent plant payment, which you can watch [HERE](#). As the

specifics of the best decision can vary substantially by farm, I highly suggest you and your advisors take advantage of these insights that may lead you to a better decision. I should also note, our good friend Todd Gleason aired a terrific interview with University of Illinois's Scott Irwin. It is really good stuff explaining why the market is so sluggish given the conditions, Irwin also makes some recommendations about Preventive Plant at this point and how you could cover that on paper. [CLICK HERE](#) (Source: farmdocdaily)





### **Gods Country...**

My wife and I are truly blessed to have become friends with so many wonderful farming families! I wanted to pass along and share an amazing video I received the other day. It's so cool country music star Blake Shelton retweeted and gave it a huge shoutout! I am extremely proud to call the Ormiston family my partners in business and great family friends. This is what it's all about... I also love helping my friends grow their business. If you like the awesome video, it was done by Rocky's wife Stephanie Ormiston, she is an amazing photographer and does fantastic work. If you are interested in her shooting your farm or need some family pics you should check out her website at [Whispers & Wishes Photography](#). She is also active on all the big social media platforms. Again, just so cool to see young people growing and making things happen in rural America! It's also cool to see they are open to change and have pivoted some into cattle and cotton. I've watched and listened to this video about 100 times, can't get enough, love this family! [CLICK HERE](#)





**Blake Shelton** ✓

@blakeshelton

Following



Getting it done all year long in God's Country... #respect

**Rocky Ormiston** @rockormiston2

365 days of work summed up in 3 minutes. S/O to my wife for helping film & sorting through 525 clips to make this video #GodsCountry  
[vimeo.com/whisperswishes...](https://vimeo.com/whisperswishes...)

Show this thread

11:16 AM - 2 Jun 2019

151 Retweets 1,824 Likes



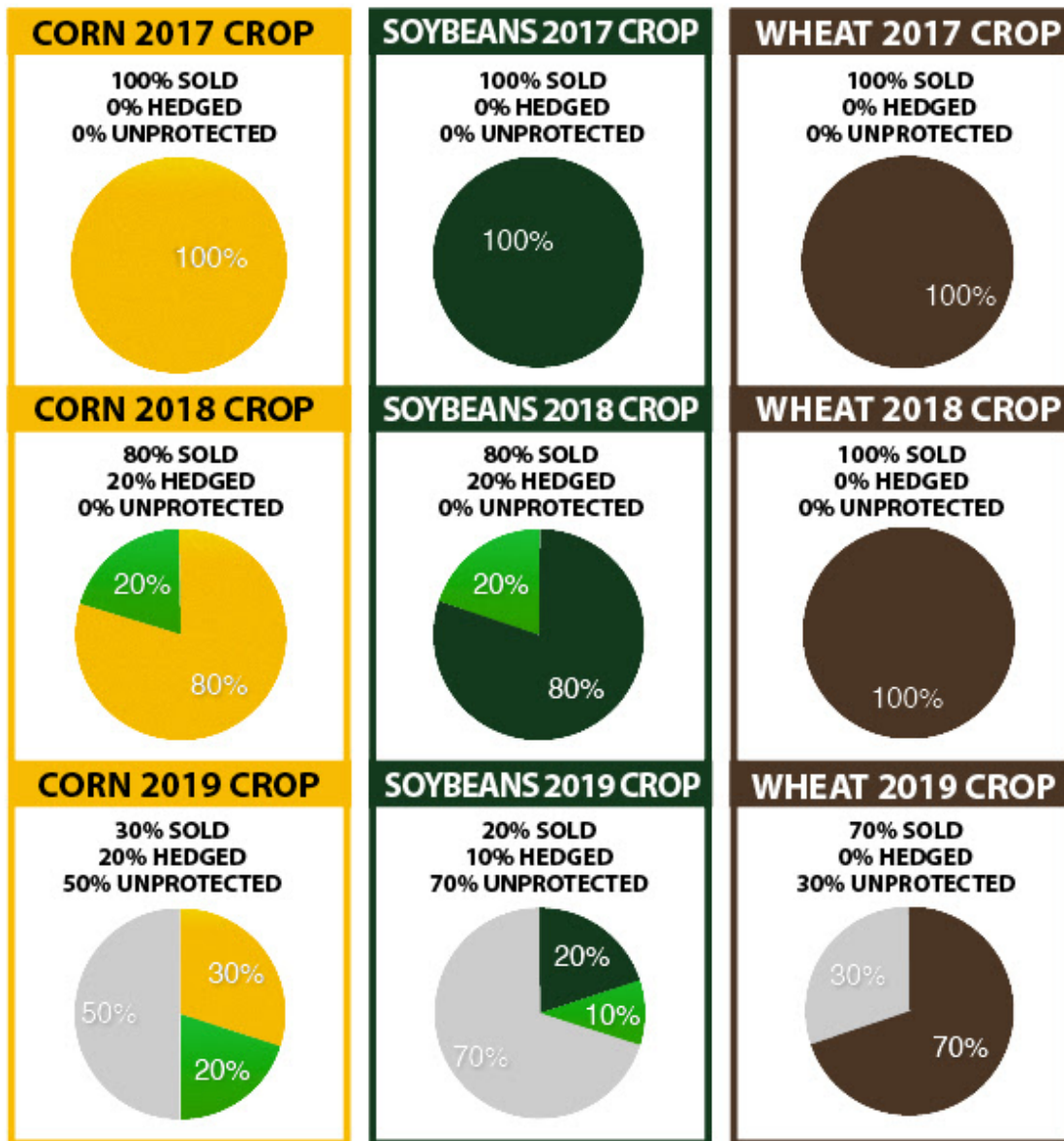




**ANSWER to riddle:** Eyeball

## CASH SALES & HEDGING TOTALS

**PLEASE READ** The Van Trump Report is a publication intended to give analytical research to the Agricultural community. The Van Trump Report is not rendering investment or hedging advice based on individual portfolios or individual business operations. Kevin Van Trump is NOT registered as a stock or commodity advisor in any jurisdiction. You need to consult with your own registered advisor for specific strategies and ideas that are appropriate to your specific portfolio or business entity. Information included in this report is derived from many sources believed to be reliable but no representation is made that it is accurate or complete. This report is not intended, and shall not constitute, or be construed as an offer or recommendation to "buy", "sell" or "invest" in any securities or commodities referred to in this report. Rather, this research is intended to identify issues and macro situations that those invested in the agricultural industry should be aware of to help better assess and improve their own risk management skills. Please read the entire [DISCLAIMER PAGE](#) for full risk-disclosure and copyright laws.



# AgSwag

Your #1 Source for the Coolest Swag in Ag

Sponsored by AgSwag

Tired of battling poor customer service, poor quality and lack of premium selection in the swag space?

AgSwag now offers our members the latest fashions and trends from brands such as: Adidas, Carhartt, Champion, Cutter & Buck, Drake, Fairway and Greene, Filson, Ice Shaker, New Era, Nike, North Face, Under Armour, Yeti... and more



Swag should NOT be considered a “cost” or an expense for business owners. When used properly in a well thought out campaign “corporate swag” can dramatically reduce the cost of new customer acquisition, client churn and retention, expedited development of brand ambassadors, etc. The Van Trump family believes their AgSwag business can deliver on those promises.

AgSwag is not trying to be the lowest cost supplier. We are trying to partner with “best-of-practice” and like-minded businesses to bring a better “return-on-investment” by designing and helping to implement a well thought out corporate swag strategy and campaign. There are hundreds of online companies that offer quick ways to throw a corporate logo on a cheap hat or t-shirt. AgSwag offers the best in selection, design, implementation, and service! Click [HERE](#) to learn more!

Call to order your AgSwag today @ 816-221-SWAG!

## YOUR CUSTOM BUSINESS LOGOS ON THE MOST POPULAR BRANDS





Can't see the images? [View As Webpage](#)

This email was sent to: [jordan@farmdirection.com](mailto:jordan@farmdirection.com)



This email was sent by: Farm Direction

1020 Pennsylvania Ave Kansas City, MO 64105 US

We respect your right to privacy - [view our policy](#)

[Manage Subscriptions](#) | [Update Profile](#) | [Unsubscribe](#)